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NOTE THE SOAP INDUSTRY SECTION

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# The American Perfumer

and Essential Oil Review

PERFUMER  
PUBLISHING  
COMPANY

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NEW YORK



# The American Perfumer

## and Essential Oil Review

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NEW YORK, SEPTEMBER, 1922

Vol. XVII, No. 7

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and ESSENTIAL OIL REVIEW

Published Monthly

PERFUMER PUBLISHING COMPANY

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#### CONTENTS

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| EDITORIAL  | Page |
|--|------|
| Embargo's Rocky Course; Free Zone Fight.....                     | 288  |
| Industrial Alcohol to Get Its Rights.....                        | 289  |
| British Perfume Industry Menaced; French Views.....              | 289  |
| Trade Revives After Slump; Course in Cosmetics.....              | 290  |
| Tariff Bill Becomes Law; Text of Paragraphs Affecting Our Trades | 291  |
| New Alcohol Menace at Washington, Formulas, Etc.....             | 298  |
| Government Alcohol Control: Address by Commissioner Smith.....   | 299  |
| Eighth Chemical Exposition a Success.....                        | 301  |
| Activities of Associations, Societies and Clubs.....             | 304  |
| Gilbert Colgate Writes on Toilet Preparations.....               | 305  |
| Perfume Triumphs Over King Neptune at Beauty Show.....           | 306  |
| Grasse Flower Products; September Report.....                    | 307  |
| Bulgarian Rose; Cassia Oil Import Rules Revised.....             | 308  |
| FLAVORING EXTRACT SECTION:                                       |      |
| Official Report of the F. E. M. A.....                           | 309  |
| Soda Water Flavors Manufacturers' Report.....                    | 310  |
| Pure Food and Drug Notes.....                                    | 310  |
| TRADE NOTES  |      |
| New Incorporations.....  | 311  |
| In Memoriam: Obituary Notes.....                                 | 318  |
| New Price Lists, Publications, Etc.; Book Reviews.....           | 319  |
| Patents and Trade Marks.....                                     | 320  |
| Foreign Correspondence and Market Report.....                    | 321  |
| SOAP SECTION:  |      |
| New U. S. Soap Specifications; New Tariff Rates.....             | 327  |
| Hexalin and Methylhexalin in Soap Making.....                    | 327  |
| Stages in Manufacture of Fatty Acids.....                        | 329  |
| Market Reviews on Soap Materials.....                            | 332  |

#### TIME NOW TO START NEW TRADE BOOM

With the new Tariff Law now in effect, removing one of the incubuses that have dragged on trade and commerce in the last year and a half, it is time for all business men to unite in accelerating the recovery of the American Nation from its recent apathy due to reaction from the world war.

Progress has been made, despite obstacles, but now the horizon is brightened for renewed and stronger efforts. The coal strike has ended, the backbone of the railroad strike has been cracked and banking and other authorities all over the country tell of the revival that now only needs united effort to give it the impetus that will make for a renewal of our last era of general prosperity.

Crops are worth a billion more than last year, labor conditions are improving, new bond issues of many millions have been quickly subscribed, August imports jumped \$200,000,000, and commercial agencies report millions of increase in business, while the bank reports are showing big gains in deposits and in circulation of money. All signs point to a rapid revival. Let every one do his share and all will be well.

#### TARIFF NOW A LAW: EMBARGO IS DEAD

With President Harding's signature the McCumber-Fordney Tariff Bill is now on the statute books, without the coal tar products embargo. The fight of the American synthetic chemical interests to continue the bar to foreign competition in their field has been one of the striking features of the controversy over the provisions of the new tariff. The fight was kept up after defeat, efforts having been made to extend the American Chemical Control Act by resolution of Congress to cover the gap until Congress reconvenes in December. The Senate Committee on Finance, however, killed the proposal.

The new Tariff Law has created some puzzles, one of the chief ones being the interpretation of Coal Tar Paragraph 28, in relation to synthetic chemicals. The blanket clause of application of its provisions as reported by the Conference Committee contained the clause

"and all synthetic organic medicinals and chemicals not specially provided for in this Act," etc.

This clause was stricken out before the bill became a law

and in the opinion of experts limits the operation of the paragraph to products of coal tar derivation, excluding all other synthetics which the rejected clause just quoted sought to protect.

The Bursam prohibitive rates on coal tar dyes and chemicals, reported in our last issue, were cut considerably and as enacted are still high, but not necessarily prohibitive. Full details of the final action on these paragraphs, 27 and 28, will be found in our Washington letter.

Protection was given to American manufacturers of perfumery by imposing in paragraph 62 a duty of 75 per cent on all foreign perfumery, toilet waters, cosmetics, etc., with an additional charge of 40 cents a pound on products that contain alcohol.

Aside from these changes the late alterations in the measure do not need special attention aside from the details given in our Washington correspondence.

The so-called flexible tariff provisions in Section 315, giving President Harding power to lower or raise rates to meet emergencies, aroused considerable opposition, but it did not materialize in the vote. It was thought that this section really delegated the right of Congress to the President to rewrite the Tariff Law. It is understood that Mr. Harding has been much concerned by this provision of the law and has let it be known that if any revisions are made by him they will be downward to meet the feeling in many quarters that rates are too high.

It is with the Section 315, giving this power to the President, that the Republicans hope to offset Democratic political attacks, for they will point out that the way is left open to change rates downward if found too high. Answering other objections they will say that the law is the best that could be provided with the unsettled economic conditions that prevail all over the world. Some measure was needed without further delay, to help in the restoration of business.

One of the features, the trade mark restriction on imports, Section 526, protects owners of American trade marks from infringement by foreign imitators. It is understood that late amendments to it eliminated objections that had been offered when the statute was proposed.

In connection with the enactment of the new tariff it may be said that the American Manufacturers of Toilet Articles have done splendid work in looking out for the interests of the industry, Chairman Spiehler and his associates on the Legislative Committee and Washington representative W. L. Crounse, having labored untiringly and unceasingly in that direction.

#### THE EMBARGO'S ROCKY COURSE

There has been considerable controversy regarding the right of the conference committee to report its provision for the continuance of the dye embargo, as provided in the Emergency Tariff Act. That law, enacted in May, 1921, provided in Title V only for six months' embargo, the expectation being that the Permanent Tariff Bill would be put through within that period. The House later passed the Permanent Tariff Bill with a provision which would kill the embargo automatically when the former measure became effective. But the tariff dragged along.

In November, facing the expiration of the limit, the House proposed to extend the dye embargo to February 1, 1922, but in the Senate the date was stricken out and the embargo continued in force "until otherwise provided by

#### NEW \$25,000 ANNUAL CHEMICAL PRIZE

The Council of the American Chemical Society announces that a prize of \$25,000 will be given every year, beginning in 1923, to the American who makes the most notable contribution to chemical science.

The award is to be made by a committee of seven, of which Dr. Edgar F. Smith, president of the American Chemical Society, is to be chairman. The Allied Chemical and Dye Corporation of New York City, through William H. Nichols, offered the prize. The committee members are to have no connection with the corporation.

There is no reason, so far as known, why perfume, flavoring extract and other chemists in our trades should not compete.

law." This was deemed necessary to provide against further need of legislative extension pending enactment of the permanent bill. It was a situation not in existence when the permanent House bill was passed. Later in the Senate it was found that the embargo would continue in effect without further action under the "until otherwise provided by law" clause unless it should be repealed. With the substitution of the Bursam amendments on coal tar dyes, etc., the outcome would have been confusion and litigation, it was believed in Senate circles.

The House practically settled the matter by sending back the conference report with instructions to eliminate the proposed extension of the dye embargo, many members taking the view that it was new legislation to enact a proposal that already had been rejected by both houses. A majority in the Senate held the same opinion and the embargo was finally expunged on the passage of the Act.

#### TO KEEP UP FREE TRADE ZONE FIGHT

One of the tariff disappointments is the rejection of the provision for the establishment of Foreign Trading Zones in the ports of the United States, which was inserted in the Tariff bill by the Senate, and was stricken out by the Conference Committee. Provision was advocated by the New York Merchants' Association which first called attention to the desirability of establishing Foreign Trading Zones in this country as an aid to the development of re-exportation in foreign trade. The measure was of special importance to New York City, for one of the zones was contemplated for this vicinity.

The fight will be continued at Washington and its ultimate success seems inevitable in view of the many advantages which would result from establishing these zones.

#### RE: GOVERNMENT STANDARDS

In our August issue we published an editorial entitled "Dye-stuff Embargo Killed in Substance, but Retained in Spirit." Reference was made to the fixing by the Secretary of the Treasury of standards of strength for "each dye or other article." Assurance has come from authoritative sources that this is intended to refer only to two special provisos of the paragraph as a whole. The two provisos in question cover only "colors, dyes or stains, whether soluble or not in water, color acids, color bases, color lakes, leuco-compounds, indoxyl and indoxyl compounds," and will not in any way affect synthetic aromatic chemicals, as we are informed. This is a welcome assurance.

## INDUSTRIAL ALCOHOL AT LAST IS GOING TO GET ITS RIGHTS

For a majority of our readers the outstanding feature of the recent Chemical Exposition will be the fact that a Government official of high rank and in close touch with the Federal Administration let it be known that manufacturers using industrial alcohol have rights under the Volstead Act, as well as the Prohibition Enforcement Unit, which has gone along on the principle that only the prevention of the use of alcohol for beverage purposes was to be considered. The address of C. P. Smith, Assistant Commissioner of Internal Revenue, printed on page 299 is a clean cut, sensible and comprehensive survey of the whole situation, explaining the purposes of the law, besides outlining the policy of the authorities who are not concerned with hysterical activities tending to drive the users of industrial alcohol out of business. It will be read with great interest by every user of industrial alcohol.

At the same time that Mr. Smith sets forth the fact that industrial alcohol, under the law, is really paramount to the beverage preventive provision, although he does not employ this phraseology, steps have been taken by the Bureau at Washington to relax the drastic restrictions which the Enforcement Unit has imposed on druggists in obtaining alcohol supplies for medicinal purposes.

It will be good news to all legitimate users of alcohol to learn that the Administration seems to have begun to cut away the red tape that has threatened to become a hopeless entanglement, if not a strangulation of business, under the impossible regulations which the Prohibition Unit sought to impose on the trade in Mimeograph 282, which aroused the entire trade and which happily has been rescinded.

## BRITISH PERFUME INDUSTRY MENACED

In a recent debate in the British House of Commons regarding the proposal to reduce the tax on alcohol used in the manufacture of perfumery, statistics were given showing the decline of the industry. Major Kelly told of one firm that for many years used 6,000 gallons of alcohol yearly, but which now was buying at the rate of only 300 gallons a year, the cost having risen from 20 shillings in 1914 to £6 per gallon now. This firm, he said, like others, had been forced to dismiss many skilled employees. The excessive tax situation, he declared, was crushing the British perfume industry.

Statistics were given of the United Kingdom's exports of manufactures of and materials for perfumery, cosmetics, etc., except essential oils and soap, making a remarkable showing. In 1913 the value was £472,545, which went up in 1920 to £1,426,976, slumping down to £344,734 for 1921. The 1921 sum represented a drop of more than £500,000 in a year in the value of alcoholic perfumes manufactured for export.

British perfumers have been earnestly seeking relief from stifling taxation, but their efforts so far have met with rebuffs. A relief clause, up in the House of Commons recently, was rejected when the Government spokesman said: "Unfortunately the perfumery trade has been mixed up with essences and the two are so entwined that this relief could only be given at a cost of £1,500,000, which would be too great an expense."

An interesting development was the disclosure that quantities of toilet soaps are being imported into England containing synthetic perfume and dye materials, upon which no duties

## OUR ADVERTISERS

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THE AMERICAN PERFUMER & ESSENTIAL OIL REVIEW,  
14 Cliff Street, New York City.

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We congratulate you upon the very fine publication which you are sending out to the trade.

Yours very truly,

THE BRIDGEPORT METAL GOODS MFG. CO.,  
A. H. MOORE, Sales Manager.

are collected, but that when it is desired to import the substances separately for the use of British manufacturers they are either prohibited or duty is demanded on them. No relief was offered.

## A FRENCH VIEW OF U. S. COMPETITION

A pertinent sidelight on the rivalry between American and French perfumers for control of the market on this side of the Atlantic is furnished by *Ungerer's Bulletin*, which quotes a representative of a great Paris house as follows:

"As long as the American perfumers continue to buy raw materials on a basis of price rather than of quality we fear them not at all. It is only when they learn to purchase the best that their competition becomes keen and worthy of serious consideration. Once this lesson has been driven home to them we will be obliged to look to our laurels, not in the United States alone, but in the markets of the world."

The French perfumers appear to be doing little worrying either about the American tariff, or any other consideration than superiority of goods, except that some of them, as we have mentioned, have planned an invasion of this market with popular priced packages. It seems, however, that they are doing little more than this in recognizing a menace in the rising excellence of quality in American perfumes and cosmetics made by firms that have been leading the way in overcoming the obstacles encountered in meeting foreign competition. In the end the battle will be won by superiority or least equality of products.

## MORE AID FROM COMMERCE DEPARTMENT

Essential oils, perfumery, cosmetics and toilet preparations form one of the branches of the Chemical Division of the Bureau of Foreign and Domestic Commerce, just organized by Secretary Hoover, who has placed C. R. De Long in charge as chief. Under the announced policy of the bureau it will co-operate with the American Manufacturers of Toilet Articles and similar trade bodies, as well as with the trade generally. Further particulars of this important step will be found in our Washington correspondence. It is a good move.

C. C. Concannon, of New York, has been appointed assistant chief of the division and may be expected to render efficient service, as he has had extensive experience in the American chemical export trade in the last decade.

## TRADE REVIVING AFTER A SLUMP YEAR

Government figures have been issued of our exports and imports for the fiscal year ending June 30, 1922, as well as for June of this year separately. The statistics reveal the seriousness of the slump which characterized the calendar year 1921, but the comparative figures for June indicate that the gradual revival which has been in progress for several months is slowly but surely gaining impetus. In some items there is a pronounced increase, while in others the margin is becoming better. The soap export industry seems to have been hit harder than supposed.

In view of the threatened invasion of foreign perfume manufacturers the import item for perfumeries, cosmetics, etc., is interesting. Last June showed a normal increase, while the total for the year ending in that month records a large decrease. Imports of vanilla beans make one of the best items, but the June gain is seasonal.

The figures will be found to contain some surprises, but it should be remembered that they reveal a bad period in our foreign trade, from which we are recovering.

| IMPORTS:                       | June, 1921 | June, 1922 | Year 1921   | Year 1922   |
|--------------------------------|------------|------------|-------------|-------------|
| Perfumes, cosmetics, etc. .... | \$430,387  | \$460,363  | \$7,078,985 | \$6,657,182 |
| Oil of lemon.....              | 24,918     | 39,161     | 578,697     | 561,500     |
| Other essential oils           | 204,596    | 360,293    | 4,989,374   | 4,001,842   |
| Glycerine, crude..             | 59,408     | 7,027      | 1,560,364   | 287,108     |
| Cocanut oil.....               | 513,304    | 778,392    | 20,287,334  | 16,110,296  |
| Palm oil .....                 | 202,282    | 210,568    | 2,765,953   | 2,420,742   |
| Olive oil, edible..            | 1,217,651  | 1,228,060  | 11,437,247  | 12,209,711  |
| Spices .....                   | 806,731    | 689,112    | 7,071,190   | 7,828,303   |
| Vanilla beans ....             | 87,143     | 279,842    | 1,750,897   | 2,278,992   |
| Talc .....                     | 16,943     | 42,239     | 317,684     | 336,439     |

| EXPORTS:                        | June, 1921 | June, 1922 | Year 1921   | Year 1922   |
|---------------------------------|------------|------------|-------------|-------------|
| Perfumery and toilet waters ... | \$365,104  | \$39,065   | \$6,236,766 | \$2,670,800 |
| Toilet and other powders .....  |            | 131,384    |             | 752,623     |
| Creams, rouges, etc. ....       |            | 93,557     |             | 448,908     |
| Dentifrices .....               |            | 188,372    |             | 1,106,799   |
| Other toilet preps. ....        |            | 88,364     |             | 479,167     |
| Total of above items            | \$365,105  | \$540,742  | \$6,236,766 | \$5,459,297 |
| Soap, toilet or fancy .....     | 190,715    | 238,295    | 4,182,428   | 2,621,943   |
| Soap, laundry .....             |            | 456,406    |             | 2,198,297   |
| Other soap .....                | 627,680    | 139,123    | 8,445,086   | 3,956,614   |
| Flavoring extracts .....        | 89,090     | 102,643    | 1,236,135   | 808,182     |
| Peppermint oil ..               | 19,182     | 19,925     | 286,624     | 314,643     |
| Other essential oils            | 51,000     | 43,276     | 890,472     | 521,907     |

<sup>1</sup> July 1 to Dec. 31, 1921.

<sup>2</sup> Includes cosmetics and other toilet preparations prior to Jan. 1, 1922.

## COLLEGE COURSE ON COSMETICS

The course on the composition and manufacture of cosmetics, toilet preparations and perfumes begun in 1920 by Professor Curt P. Wimmer at the College of Pharmacy, Columbia University, is to be repeated this year. The course is to be given on Tuesday evenings and is to extend for a period of 30 weeks divided into two semesters.

In the last two years the course has proved to be very popular and a considerable number of serious minded men, including many holding responsible positions in the toilet preparations field, have taken the course to advantage. Dr. Wimmer has had ample experience and has kept in close touch with developments in the various industries involved; and undoubtedly the lectures will be of benefit to manufacturers, as well as to salesmen and dealers. Applicants

## THE RECIPE TO MAKE BUSINESS GOOD

(By Berton Braley)

When others were spilling calamity dope

And shaking their heads with the gloomiest air,  
Bill Jefferson simply remarked, "There is hope!"

And worked like a beaver and hustled for fair.  
While others were hesitant, doubtful, afraid,

He advertised widely wherever he could—

For this was Bill Jefferson's slogan of trade:

"For them that goes after it, business is good."

"For two or three seasons," Bill Jefferson said,

"Most any old dub could get coin in a rush;

It didn't require no particular head

To gather in shekels when people was flush.

But now times is altered, and now comes the test,

The flush days is finished, that's well understood;

But here is the truth, very briefly expressed;

'For them that goes after it, business is good.'

"You won't boost your business by waitin' about

For this thing or that thing which mebbe will break;

Get busy right now an' you'll find, beyond doubt,

There's business to get an' there's money to make.

The hustler don't wait at his troubles an' quit,

Or whimper an' whine like the Babes in the Wood;

He jumps in the game with his nerve an' his grit—

'For them that goes after it, business is good.'

—By permission of Newspaper Enterprise Association  
and the Cleveland Twist Drill Co.

should communicate with the registrar of the College of Pharmacy, 115 West 68th street, or directly with Professor Wimmer for any further information. The announcement of the course appears on advertising page 75 of this issue.

## 50,000 TRAINED MEN ARE AVAILABLE

An Employment Service for Engineers of every variety of training and experience is conducted by the four National Engineering Societies of the United States. This service brings in touch with the various business men the service of 50,000 trained technical men who are members of these societies and one of the objects of it is to show to the various commercial houses the aid which engineers are rendering to others in the same lines and to help these firms and corporations secure similar assistance.

Men of engineering training are prominent in all branches of commercial endeavor and their creative ability is recognized as being of great help in the building up of the nation's wealth.

This service is in a position to supply the readers of THE AMERICAN PERFUMER & ESSENTIAL OIL REVIEW with mechanical and chemical engineers, production men, sales engineers, and trained executives. It is under the direction of Mr. W. V. Brown in the United Engineering building, 29 West 39th street, New York City, and is free to both employer and to employee.

## THE SWISS PHARMACOPEIA

A commission of professors of pharmacy, pharmacists, and chemical manufacturers, invited by the Swiss Board of Health to discuss the preparation of a new edition of the Swiss Pharmacopoeia, has decided only to revise the existing edition. The methods of assay are to be revised from the point of view of their application by the individual pharmacist. The new edition is to be issued in two years' time.

# TARIFF FIGHT ENDS IN LAW OMITTING DYES EMBARGO

Manufacturing Perfumers Receive Increased Protection from Foreign Competition—Synthetic Interests Make a Final Effort to Stave Off Foreign Competition—Some Late Changes in the Soap Paragraph—Text of the Law as It Relates to Our Industries.

WASHINGTON, September 21.—The new Tariff is now a law. President Harding signed the McCumber-Fordney Act today and it becomes effective tomorrow.

The work of the Conference Committee was conducted quietly after the passage of the Tariff Bill, as told in our last report. One of the chief contentions was over the Dye Embargo. This the Conference Committee sought to extend for one year, with a provision for a further extension by the President. The House already had rejected the proposal and a storm of protest followed the reading of the report. The farm bloc also resented the imposing of a duty on potash. On these two proposals the representatives revolted and sent the report back to conference, with instructions to cut out both items. This was done, the bill was passed, 210 to 90, and sent to the Senate, which agreed to it, 43 to 28, and sent it to the President for his approval.

Extraordinary efforts to save the Dye Embargo were made by the synthetic chemical chemists and manufacturers, who did not abandon their fight even when defeated. They caused to be introduced in both houses a resolution that would extend the Dye Embargo for three months, or until after Congress reconvenes in December. A reduction to two months met with some favor, the House Ways and Means Committee making a favorable report on that proposal, but the Senate Committee on Finance rejected the resolution.

Dr. Charles H. Herty, president of the Synthetic Organic Chemical Manufacturers' Association, in his final appeal for an extension of the Dye Embargo by resolution stated that in the haste of last hour legislation and through the adjustments of the conferees the American synthetic organic chemical industry, including medicinals, dyes, etc., stands faced with rapid extinction, and the pre-war condition of foreign domination is imminent. He declared that tremendous stocks of dyes and medicinals taken in lieu of reparations and costing therefore practically nothing are now held in England, France, Belgium and Italy, which surplus material will

be immediately dumped on the American market unless very carefully considered legislation is enacted. He also cited the necessity of the delay to enable the customs authorities to become conversant with new conditions, and with this plea Secretary Mellon concurred.

No changes were made in the tariff bill by the conferees in Paragraph 61 dealing with perfumery materials, nor in 62, the perfumery paragraph, and they were left as they passed the Senate. Paragraph 63, which deals with floral waters, was left exactly as it passed the House, no changes having been made in the Senate. Paragraph 59, which deals with essential oils, was changed in conference. The lemon and orange rates which passed the Senate at 30 per cent ad valorem were reduced by the conferees to 25 per cent, the other parts of this paragraph having been left as they originally passed the House.

The rates on dye stuffs and synthetic organic chemicals of coal tar origin were quite materially changed in conference, the new rates being set forth by the conferees as a compromise between the House and the Senate rates. The new rates are on American valuation. The dye stuff duties as finally accepted call for a rate for the first two years after the bill becomes law of 7 cents a pound and 55 per cent ad valorem on intermediates; and 7 cents a pound and 60 per cent ad valorem on finished dyes, etc. After the first two years the rates agreed upon were 7 cents a pound and 40 per cent ad valorem on intermediates; and 7 cents a pound and 45 per cent ad valorem on finished dyes, etc.

The conferees made several changes in Paragraph 82, which is devoted to soap, so that paragraph as it was agreed upon reads:

"Paragraph 82, Soap: Castile, 15 per centum ad valorem; toilet, 30 per centum ad valorem; all other soap and soap powder, not specially provided for, 15 per centum ad valorem."

It is not necessary to go into further detail regarding work of the conference committee as the results appear in the text which is printed herewith.

A period of twenty months elapsed in the preparation and passage of the measure. Hearings began before the Ways and Means Committee of the House on January 6, 1921, after some preliminary work, and it was sent to the President in its final form as an Act of Congress September 20, 1922.

## TEXT OF NEW TARIFF LAW AS IT AFFECTS OUR TRADES

Paragraph 4. Alcohol: Amyl, butyl, *Propyl*, and fusel oil, 6 cents per pound; methyl or wood (or methanol), 12 cents per gallon; and ethyl for nonbeverage purposes only, 15 cents per proof gallon.

Paragraph 5. All chemical elements, all chemical salts and compounds, all medicinal preparations, and all combinations and mixtures of any of the foregoing, all the foregoing obtained naturally or artificially and not specially provided for, 25 per centum ad valorem.

Paragraph 10. Balsams: Copaiba, fir or Canada, Peru, tolu, stryax, and all other balsams, all the foregoing which are natural and uncompounded, 10 per centum ad valorem: Provided, That no article containing alcohol shall be classified for duty under this paragraph.

Paragraph 13. Blackings, powders, liquids, and creams for cleaning or polishing, not specially provided for, 25 per centum ad valorem: Provided, That no preparations containing alcohol shall be classified for duty under this paragraph.

Paragraph 14. Bleaching powder or chlorinated lime, *Three-tenths* of 1 cent per pound.

Paragraph 20. Chalk or whiting or Paris white: Dry, ground, bolted, or precipitated, 25 per centum ad valorem;

ground in oil (putty), three-fourths of 1 cent per pound; put up in the form of cubes, blocks, sticks, or disks, or otherwise, including tailors', billiard, red, and manufactures of chalk not specially provided for, 25 per centum ad valorem.

Paragraph 23. Chemicals, drugs, medicinal and similar substances, whether dutiable or free, when imported in capsules, pills, tablets, lozenges, troches, ampoules, cubes, or similar forms, including powders put up in medicinal doses, shall be dutiable at not less than 25 per centum ad valorem.

Paragraph 24. Chemical elements, and chemical and medicinal compounds, preparations, mixtures, and salts, distilled or essential oils, expressed or extracted oils, animal oils and greases, ethers and esters, flavoring and other extracts, and natural or synthetic fruit flavors, fruit esters, oils and essences, all the foregoing and their combinations when containing alcohol, and all articles consisting of vegetable or mineral objects immersed or placed in, or saturated with alcohol, except perfumery and spirit varnishes, and all alcoholic compounds not specially provided for, if containing 20 per centum of alcohol or less, 20 cents per pound and 25 per centum ad valorem; containing more than 20 per centum and not more than 50 per centum of alcohol, 40 cents per pound and 25 per centum ad valorem; containing

more than 50 per centum of alcohol, 80 cents per pound and 25 per centum ad valorem.

Paragraph 25. Chicle, crude, 10 cents per pound; refined or advanced in value by drying; straining, or any other process or treatment whatever beyond that essential to the proper packing, 15 cents per pound.

Paragraph 27. Coal-tar products: Acetanilide not suitable for medicinal use, alpha-naphthol, aminobenzoic acid, amino-naphthol, aminophenetole, aminophenol, ammosalicylic acid, aminoantraquinone, aniline oil, aniline salt anthraquinone, arsanilic acid, benzaldehyde not suitable for medicinal use, benzal chloride, benzanthrone, benzidine, benzidine sulfate, benzoic acid not suitable for medicinal use, benzoquinone, benzoyl chloride, benzyl chloride, benzyl-ethylaniline, beta-naphthol not suitable for medicinal use, bromobenzene, chlorobenzene, chlorophthalic acid cinnamic acid, cumidine, dehydrothiolutidine, diaminstilbene, dianisidine, dichlorophthalic acid, dimethylaniline dimethylaminophenol, dimethylphenylbenzylammonium hydroxide, dimethylphenylenediamine, dinitrobenzene, dinitrochlorobenzene, dinitronaphthalene, dinitrophenol, dinitrotoluene, dihydroxynaphthalene, diphenylamine, hydroxyphenylarsinic acid, metanilic acid, methylanthraquinone, naphthylamine, naphthylenediamine, nitroaniline nitroanthraquinone, nitrobenzaldehyde, nitrobenzene, nitronaphthalene, nitrophenol nitrophenylenediamine, nitrosodimethylaniline, nitrotoluene, nitrotoluylenediamine, phenol, phenylenediamine, phenylhydrazine phenylnaphthylamine, phenylglycine, phenylglycineortho-carboxylic acid, phthalic acid, phthalic anhydride, phthalimide, quinaldine, junoline, resorcinol not suitable for medicinal use, salicylic acid and its salts not suitable for medicinal use, sulfanilic acid thiocarbanilide, thio-salicylic acid, tetrachlorophthalic acid, tetra methylaminobenzophenone, tetramethyl diaminodiphenylmethane, toluene sulfochloride, toluene sulfonamide, tribromophenol, toluidine, tolidine, tolylenediamine, syldine, anthracene having a purity of 30 per centum or more, carbazole having a purity of 65 per centum or more, metacresol having a purity of 90 per centum or more, naphthalene which after the removal of all water present has a solidifying point of seventy-nine degrees centigrade or above, orthocresol having a purity of 90 per centum or more, paracresol having a purity of 90 per centum or more; all the foregoing products in this paragraph whether obtained, derived, or manufactured from coal tar or other source; all distillates of coal tar, blast-furnace tar, oil-gas tar, and water gas tar, which on being subjected to distillation yield in the portion distilling below one hundred and ninety degrees centigrade a quantity of tar acids equal to or more than 5 per centum of the original distillate or which on being subjected to distillation yield in the portion distilling below two hundred and fifteen degrees centigrade a quantity of tar acids equal to or more than 75 per centum of the original distillate; all similar products by whatever name known, which are obtained, derived, or manufactured in whole or in part from any of the products provided for in this paragraph, or from any of the products provided for in paragraph 1549; all mixtures, including solutions, consisting in whole or in part of any of the foregoing products provided for in this paragraph, except sheep dip and medicinal soaps; all the foregoing products provided for in this paragraph, not colors, dyes, or stains, color acids, color bases, color lakes, leuco-compounds, indoxyl, indoxyl compounds, ink powders, photographic chemicals, medicinals, synthetic aromatic or odoriferous chemicals, synthetic resinlike products, synthetic tanning materials, or explosives, and not specially provided for in paragraph 28 or 1549, 40 per cent ad valorem, based upon American selling price (as defined in subdivision (f) of Section 402, Title IV), of any similar article manufactured or produced in the United States, and 7 cents per pound: Provided, That for a period of two years beginning on the day following the passage of this act the ad valorem rate of duty shall be 55 per cent instead of 40 per cent. If there is no similar competitive article manufactured or produced in the United States, then the ad valorem rate shall be based upon the United States value as defined in subdivision (d) of Section 402, Title IV. For the purposes of this paragraph any coal-tar products provided for in this act shall be considered similar to or competitive with any imported coal-tar product

which accomplishes results substantially equal to those accomplished by the domestic product when used in substantially the same manner: Provided, That no duty imposed under this paragraph shall be increased under the provisions of Section 315.

Paragraph 28. Coal-tar products: All colors, dyes, or stains, whether soluble or not in water, color acids, color bases, color lakes, leuco-compounds, whether colorless or not, indoxyl and indoxyl compounds; ink powders; photographic chemicals; acetanilide suitable for medicinal use, acetphenetidine, acetylsalicylic acid, antipyrine, benzaldehyde suitable for medicinal use, benzoic acid suitable for medicinal use, beta-naphthol suitable for medicinal use, guaicol and its derivatives, phenolphthalein, resorcinol suitable for medicinal use, salicylic acid and its salts suitable for medicinal use, salol, and other medicinals; sodium benzoate; saccharin; artificial musk, benzyl acetate, benzyl benzoate, coumarin, diphenyloxide, methyl anthranilate, methyl salicylate, phenylacetaldehyde, phenylethyl alcohol, and other synthetic odoriferous or aromatic chemicals, including flavors, all of these products not marketable as perfumery, cosmetics, or toilet preparations, and not mixed and not compounded, and not containing alcohol; synthetic phenolic resin and all resinlike products prepared from phenol, cresol, phthalic anhydride, coumarone, indene, or from any other article or material provided for in paragraph 27 or 1549, all of these products whether in a solid, semisolid, or liquid condition; synthetic tanning materials; picric acid, trinitrotoluene, and other explosives except smokeless powders; all of the foregoing products provided for in this paragraph, when obtained, derived, or manufactured in whole or in part from any of the products provided for in paragraph 27 or 1549; natural alizarin and natural indigo, and colors, dyes, stains, color acids, color bases, color lakes, leuco-compounds, indoxyl, and indoxyl compounds, obtained, derived, or manufactured in whole or in part from natural alizarin or natural indigo; natural methyl salicylate of oil of wintergreen or oil of sweet birch; natural coumarin; natural guaicol and its derivatives; and all mixtures, including solutions, consisting in whole or in part of any of the articles or materials provided for in this paragraph, excepting mixtures of synthetic odoriferous or aromatic chemicals, 45 per centum ad valorem based on the American selling price (as defined in subdivision (f) of Section 402, Title IV) of any similar competitive article manufactured or produced in the United States, and 7 cents per pound: Provided, That for a period of two years beginning on the day following the passage of this act the ad valorem rate of duty shall be 60 per cent instead of 45 per cent. If there be no similar competitive article manufactured or produced in the United States, then the ad valorem rate shall be based upon the United States value, as defined in subdivision (d) of Section 402, Title IV. For the purposes of this paragraph any coal-tar products provided for in this Act shall be considered similar to or competitive with any imported coal-tar product, which accomplishes results substantially equal to those accomplished by the domestic product when used in substantially the same manner: Provided, That no duty imposed under this paragraph shall be increased under the provisions of Section 315: Provided further, That any article or product which is within the terms of paragraph 1, 5, 38, 40, 61, 68, 84, or 1585, as well as within the terms of paragraph 27, 28, or 1549, shall be assessed for duty or exempted from duty as the case may be under paragraph 27, 28, or 1549.

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Paragraph 38. Ethers and esters: Diethyl sulphate and dimethyl sulphate, 25 per centum ad valorem; ethyl acetate, 3 cents per pound; ethyl chloride, 15 cents per pound; ethyl ether, 4 cents per pound; and ether and esters of all kinds not specifically provided for, 25 per centum ad valorem: Provided, That no article containing more than 10 per centum of alcohol shall be classified for duty under this paragraph.

Paragraph 40. Flavoring extracts and natural or synthetic fruit flavors, fruit esters, oils and essences, all the foregoing not containing alcohol, and not specially provided for, 25 per centum ad valorem.

Paragraph 43. Glycerine, crude, 1 cent per pound; refined, 2 cents per pound.

Paragraph 52. Menthol, 50 cents per pound; camphor, crude, natural, 1 cent per pound; camphor, refined or synthetic, 6 cents per pound.

Paragraph 53. Wool grease, crude, including that known commercially as degreas or brown wool grease, one-half of 1 cent per pound; wool grease, not crude, including adeps lanae, hydrous and anhydrous, 1 cent per pound; all other animal oils, fats, and greases, not specially provided for, 20 per centum ad valorem.

Paragraph 54. Oils, expressed or extracted: Castor oil, 3 cents per pound; hempseed oil, 1½ cents per pound; linseed or flaxseed oil, raw boiled, or oxidized, 33/10 cents per pound; olive oil, weighing with the immediate container less than forty pounds, 7½ cents per pound on contents and container; olive oil, not specially provided for, 6½ cents per pound; poppyseed oil, raw, boiled, or oxidized, 2 cents per pound; rapeseed oil, 6 cents per gallon; all other expressed and extracted oils, not specially provided for, 20 per centum ad valorem.

Paragraph 55. Coconut oil, 2 cents per pound; cottonseed oil, 3 cents per pound; peanut oil, 4 cents per pound; and soyabean oil, 2½ cents per pound.

Paragraph 57. Hydrogenated or hardened oils and fats, 4 cents per pound; other oils and fats, the composition and properties of which have been changed by vulcanizing, oxidizing, chlorinating, nitrating, or any other chemical process, and not specially provided for, 20 per centum ad valorem.

Paragraph 58. Combinations and mixtures of animal, vegetable, or mineral oils or any of them (except combinations or mixtures containing essential or distilled oils, with or without other substances, and not specially provided for, 25 per centum ad valorem: Provided, That no article containing alcohol shall be classified for duty under this paragraph.

Paragraph 59. Oils, distilled or essential: Lemon and orange, 25 per centum ad valorem; clove, eucalyptus, peppermint, patchouli, sandalwood, and all other essential and distilled oils not specially provided for, 25 per centum ad valorem: Provided, That no article mixed or compounded or containing alcohol shall be classified for duty under this paragraph.

Paragraph 61. Perfume materials: Ambergris, castoreum, civet, and musk grained or in pods, 20 per centum ad valorem; anethol, citral, geraniol, heliotropin, ionone, rhodinol, safrol, terpineol, vanillin, and all natural or synthetic odoriferous or aromatic chemicals, all the foregoing not mixed and not compounded, and not specially provided for, 45 per centum ad valorem; all mixtures or combinations containing essential or distilled oils, or natural or synthetic odoriferous or aromatic substances, 40 cents per pound and 50 per centum ad valorem: Provided, That only materials not marketable as perfumery, cosmetics, or toilet preparations, and not containing more than 10 per centum of alcohol, shall be classified for duty under this paragraph: Provided further, That all of the foregoing materials containing more than 10 per centum of alcohol shall be classified for duty under paragraph 62 as toilet preparations.

Paragraph 62. Perfumery, including cologne and other toilet waters, articles of perfumery, whether in sachets or otherwise, and all preparations used as applications to the hair, mouth, teeth, or skin, such as cosmetics, dentifrices, tooth soaps, pastes, theatrical grease paints, pomades, powders, and other toilet preparations, all the foregoing, if containing alcohol, 40 cents per pound and 75 per centum ad valorem; if not containing alcohol, 75 per centum ad valorem.

Paragraph 63. Floral or flower waters containing no alcohol, not specially provided for, 20 per centum ad valorem; bay rum or bay water, whether distilled or compounded, 40 cents per pound and 60 per centum ad valorem.

Paragraph 80. Potassium: carbonate, three-fourths of 1 cent per pound; hydroxide or caustic potash, 1 cent per pound.

Paragraph 82. Soap: Castile, 15 per centum ad valorem; toilet, 30 per centum ad valorem; all other soap and soap

powder not specially provided for, 15 per centum ad valorem.

Paragraph 83. Sodium: bicarbonate or baking soda, one-fourth of 1 cent per pound; borate or borax, refined, one-eighth of 1 cent per pound; carbonate, calcined, or soda ash, hydrated or sal soda, and monohydrated, one-fourth of 1 cent per pound; chlorate, 1½ cents per pound; hydroxide or caustic soda, one-half of 1 cent per pound; sesquicarbonate, one-fourth of 1 cent per pound; silicate, three-eighths of 1 cent per pound.

Paragraph 92. Vanilla beans, 30 cents per pound; tonka beans, 25 cents per pound.

Paragraph 209. Talc, steatite or soapstone, and French chalk, crude and unground, one-fourth of 1 cent per pound; ground, washed, powdered, or pulverized, (except toilet preparations), 25 per centum ad valorem; cut or sawed, or in blanks, crayons, cubes, disks, or other forms, 1 cent per pound; manufactures (except toilet preparations), of which talc, steatite or soapstone, or French chalk is the component material of chief value, wholly or partly finished, and not specially provided for, if not decorated, 35 per centum ad valorem; if decorated, 45 per centum ad valorem.

#### GLASS BOTTLES, VIALS AND ALLIED CONTAINERS

Paragraph 217. Plain green or colored, molded or pressed, and flint, lime, or lead glass bottles, vials, jars, and covered or uncovered demijohns, and carboys, any of the foregoing, filled or unfilled, not specially provided for, and whether their contents be dutiable or free (except such as contain merchandise subject to an ad valorem rate of duty, or to a rate of duty based in whole or in part upon the value thereof, which shall be dutiable at the rate applicable to their contents), shall pay duty as follows: If holding more than one pint, 1 cent per pound; if holding not more than one pint and not less than one-fourth of a pint, 1½ cents per pound; if holding less than one-fourth of a pint, 50 cents per gross: Provided, That the terms "bottles," "vials," "jars," "demijohns," and "carboys," as used herein, shall be restricted to such articles when suitable for use and of the character ordinarily employed for the holding or transportation of merchandise, and not as appliances or implements in chemical or other operations, and shall not include bottles for table service and thermostatic bottles.

Paragraph 218. . . . All articles of every description not specially provided for, composed wholly or in chief value of glass or paste, or combinations of glass and paste, blown or partly blown in the mold or otherwise, or colored, cut, engraved, etched, frosted, gilded, ground (except such grinding as is necessary for fitting stoppers or for purposes other than ornamentation), painted, printed in any manner, sand-blasted, silvered, stained or decorated or ornamented in any manner, whether filled or unfilled, or whether their contents be dutiable or free, 55 per centum ad valorem: \* \* \* Provided, That any of the articles specified in this paragraph, if containers of merchandise subject to an ad valorem rate of duty or to a rate of duty based in whole or in part upon the value thereof, shall be dutiable at the rate applicable to their contents, but not less than the rate provided for in this paragraph: Provided further, That for the purposes of this Act, bottles with cut-glass stoppers shall with their stoppers be deemed entireties.

Paragraph 391. Bottle caps of metal, collapsible tubes, and sprinkler tops, if not decorated, colored, waxed, lacquered, enameled, lithographed, electroplated, or embossed in color, 30 per centum ad valorem; if decorated, colored, waxed, lacquered, enameled, lithographed, electroplated, or embossed in color, 45 per centum ad valorem.

#### LABELS, BOXES, AND SIMILAR ARTICLES

Paragraph 1306. Labels and other articles, composed wholly or in chief value of paper lithographically printed in whole or in part from stone, gelatin, metal or other material not specially provided for, shall pay duty at the following rates: Labels and flaps, printed in less than eight colors (bronze printing to be counted as two colors), but not printed in whole or in part in metal leaf, 25 cents per pound; cigar bands of the same number of colors and printings, 35 cents per pound; labels and flaps printed in

eight or more colors (bronze printing to be counted as two colors), but not printed in whole or in part in metal leaf, 35 cents per pound; cigar bands of the same number of colors and printings, 50 cents per pound; labels and flaps, printed in whole or in part in metal leaf, 60 cents per pound; cigar bands, printed in whole or in part in metal leaf, 65 cents per pound; all labels, flaps, and bands, not exceeding ten square inches cutting size in dimensions, if embossed or die-cut, shall pay the same rate of duty as hereinbefore provided for cigar bands of the same number of colors and printings (but no extra duty shall be assessed on labels, flaps, and bands for embossing or die-cutting), \* \* \* and in addition thereto on all of said articles exceeding eight and not exceeding twenty one-thousandths of an inch in thickness, if either die-cut or embossed, one-half of 1 cent per pound; if both die-cut and embossed, 1 cent per pound; exceeding twenty one-thousandths of an inch in thickness, 7½ cents per pound: Provided, That in the case of articles hereinbefore specified the thickness which shall determine the rate of duty to be imposed shall be that of the thinnest material found in the article but for the purposes of this paragraph the thickness of lithographs mounted or pasted upon paper, cardboard, or other material shall be the combined thickness of the lithograph and the foundation on which it is mounted or pasted, and the cutting size shall be the area which is the product of the greatest dimensions of length and breadth of the article, and if the article is made up of more than one piece, the cutting size shall be the combined cutting sizes of all of the lithographically printed parts in the article.

Paragraph 1313. Boxes, composed wholly or in chief value of paper, papier-mache or paper board, and not specially provided for; manufactures of paper, or of which paper is the component material of chief value, not specially provided for, all the foregoing, 35 per centum ad valorem.

#### FREE LIST

Section 201. That on and after the day following the passage of this Act, except as otherwise specially provided for in this Act, the articles mentioned in the following paragraphs, when imported into the United States or into any of its possessions (except the Philippine Islands, the Virgin Islands, and the islands of Guam and Tutuila), shall be exempt from duty.

Paragraph 1532. Borax, crude, or unmanufactured, and borate of lime, borate of soda, and other borate material, crude and unmanufactured, not specially provided for.

Paragraph 1545. Chalk, crude, not ground, bolted, precipitated, or otherwise manufactured.

Paragraph 1571. Enfleurage greases, floral essences and floral concretes: Provided, That no article mixed or compounded or containing alcohol shall be exempted from duty under this paragraph.

Paragraph 1584. Gums and resins: Damar, kauri, copal, dragon's blood, kadaya, sandarac, tragacanth, tragacanth, and other gums, gum resins, and resins, not specially provided for.

Paragraph 1610. Lemon juice, lime juice, and sour orange juice, all the foregoing containing not more than 2 per centum of alcohol.

Paragraph 1631. Oils, distilled or essential: Anise, bergamot, bitter almond, camphor, caraway, cassia, cinnamon, citronella, geranium, lavender, lemon-grass, lime, lignalee or bois de rose, neroli or orange flower, origanum, palmarosa, petitgrain, rose or otto of roses, rosemary, spike lavender, thyme, and ylang-ylang or cananga: Provided, That no article mixed or compounded or containing alcohol shall be exempted from duty under this paragraph.

Paragraph 1632. Oils, expressed or extracted: Croton, palm, palm-kernel, perilla, sesame, and sweet almond; olive oil rendered unfit for use as food or for any but mechanical or manufacturing purposes, by such means as shall be satisfactory to the Secretary of the Treasury and under regulations to be prescribed by him; Chinese and Japanese tung oils; and nut oils not specially provided for.

Paragraph 1633. Oils, mineral: Petroleum, crude, fuel, or refined, and all distillates obtained from petroleum, in-

cluding kerosene, benzine, naphtha, gasoline, paraffin, and paraffin oil, not specially provided for.

Paragraph 1646. Potassium nitrate or saltpeter, crude.

Paragraph 1691. Vegetable tallow.

Paragraph 1693. Wax: Animal, vegetable, or mineral, not specially provided for.

#### LABELLING OF IMPORTED ARTICLES

Section 304. (a) That every article imported into the United States, which is capable of being marked, stamped, branded, or labeled, without injury, at the time of its manufacture or production, shall be marked, stamped, branded, or labeled, in legible English words, in a conspicuous place that shall not be covered or obscured by any subsequent attachments or arrangements, so as to indicate the country of origin. Said marking, stamping, branding, or labeling shall be as nearly indelible and permanent as the nature of the article will permit. Any such article held in customs custody shall not be delivered until so marked, stamped, branded, or labeled, and until every such article of the importation which shall have been released from customs custody not so marked, stamped, branded, or labeled, shall be marked, stamped, branded or labeled, in accordance with such rules and regulations as the Secretary of the Treasury may prescribe. Unless the article is exported under customs supervision, there shall be levied, collected, and paid upon every such article which at the time of importation is not so marked, stamped, branded, or labeled, in addition to the regular duty imposed by law on such article, a duty of 10 per centum of the appraised value thereof, or if such article is free of duty there shall be levied, collected and paid upon such article a duty of 10 per centum of the appraised value thereof.

Every package containing any imported article, or articles, shall be marked, stamped, branded, or labeled, in legible English words, so as to indicate clearly the country of origin. Any such package held in customs custody shall not be delivered unless so marked, stamped, branded, or labeled, and until every package of the importation which shall have been released from customs custody not so marked, stamped, branded, or labeled shall be marked, stamped, branded, or labeled, in accordance with such rules and regulations as the Secretary of the Treasury may prescribe.

The Secretary of the Treasury shall prescribe the necessary rules and regulations to carry out the foregoing provisions.

#### TRADE MARK RESTRICTION ON IMPORTS

Section 526. (a) That it shall be unlawful to import into the United States any merchandise of foreign manufacture if such merchandise, or the label, sign, print, package, wrapper, or receptacle, bears a trade-mark owned by a citizen of, or by a corporation or association created or organized within the United States, and registered in the Patent Office by a person domiciled in the United States, under the provisions of the Act entitled "An Act to authorize the registration of trade-marks used in commerce with foreign nations or among the several States or with Indian tribes, and to protect the same," approved February 20, 1905, as amended, if a copy of the certificate of registration of such trade-mark is filed with the Secretary of the Treasury, in the manner provided in section 27 of such Act, and unless written consent of the owner of such trade-mark is produced at the time of making entry.

(b) Any such merchandise imported into the United States in violation of the provisions of this section shall be subject to seizure and forfeiture for violation of the customs laws.

(c) Any person dealing in any such merchandise may be enjoined from dealing therein within the United States or may be required to export or destroy such merchandise or to remove or obliterate such trade-mark and shall be liable for the same damages and profits provided for wrongful use of a trade-mark, under the provisions of such Act of February 20, 1905, as amended.

## REVISORY POWERS GIVEN TO THE PRESIDENT

Section 315. (a) That in order to regulate the foreign commerce of the United States and to put into force and effect the policy of the Congress by this Act intended, whenever the President, upon investigation of the differences in costs of production of articles wholly or in part the growth or product of the United States and of like or similar articles wholly or in part the growth or product of competing foreign countries, shall find it thereby shown that the duties fixed in this Act do not equalize the said differences in costs of production in the United States and the principal competing country he shall, by such investigation, ascertain said differences and determine and proclaim the changes in classifications or increases or decreases in any rate of duty provided in this Act shown by said ascertained differences in such costs of production necessary to equalize the same thirty days after the date of such proclamation or proclamations such changes in classification shall take effect, and such increased or decreased duties shall be levied, collected, and paid on such articles when imported from any foreign country into the United States or into any of its possessions (except the Philippine Islands, the Virgin Islands, and the islands of Guam and Tutuila).<sup>4</sup> Provided, That the total increase or decrease of such rates of duty shall not exceed 50 per centum of the rates specified in Title I of this Act, or in any amendatory Act.

(b) That in order to regulate the foreign commerce of the United States and to put into force and effect the policy of the Congress by this Act intended, whenever the President, upon investigation of the differences in costs of production of articles provided for in Title I of this Act, wholly or in part the growth or product of the United States and of like or similar articles wholly or in part the growth or product of competing foreign countries, shall find it thereby shown that the duties prescribed in this Act do not equalize said differences, and shall further find it thereby shown that the said differences in costs of production in the United States and the principal competing country can not be equalized by proceeding under the provisions of subdivision (a) of this section, he shall make such findings public, together with a description of the articles to which they apply, in such detail as may be necessary for the guidance of appraising officers. In such cases and upon the proclamation by the President becoming effective the ad valorem duty or duty based in whole or in part upon the value of the imported article in the country of exportation shall thereafter be based upon the American selling price, as defined in subdivision (f) of section 402 of this Act, of any similar competitive article manufactured or produced in the United States embraced within the class or kind of imported articles upon which the President has made a proclamation under subdivision (b) of this section.

The ad valorem rate or rates of duty based upon such American selling price shall be the rate found, upon said investigation by the President, to be shown by the said differences in costs of production necessary to equalize such differences, but no such rate shall be decreased more than 50 per centum of the rate specified in Title I of this Act upon such articles, nor shall any such rate be increased. Such rate or rates of duty shall become effective fifteen days after the date of the said proclamation of the President, whereupon the duties so estimated and provided shall be levied, collected, and paid on such articles when imported from any foreign country in the United States or into any of its possessions (except the Philippine Islands, the Virgin Islands, and the islands of Guam and Tutuila). If there is any imported article within the class or kind of articles, upon which the President has made public a finding, for which there is no similar competitive article manufactured or produced in the United States, the value of such imported article shall be determined under the provisions of paragraphs (1), (2), and (3) of subdivision (a) of section 402 of this Act.

That in ascertaining the differences in costs of production, under the provisions of subdivisions (a) and (b) of this section, the President, in so far as he finds it practicable, shall take into consideration (1) the differences in conditions in production, including wages, costs of material,

and other items in costs of production of such or similar articles in the United States and in competing foreign countries; (2) the differences in the wholesale selling prices of domestic and foreign articles in the principal markets of the United States; (3) advantages granted to a foreign producer by a foreign government, or by a person, partnership, corporation, or association in a foreign country; and (4) any other advantages or disadvantages in competition.

## TARIFF COMMISSION TO ADVISE AND AID PRESIDENT

Investigations to assist the President in ascertaining differences in costs of production under this section shall be made by the United States Tariff Commission, and no proclamation shall be issued under this section until such investigation shall have been made. The commission shall give reasonable public notice of its hearings and shall give reasonable opportunity to parties interested to be present, to produce evidence, and to be heard. The commission is authorized to adopt such reasonable procedure, rules, and regulations as it may deem necessary.

The President, proceeding as hereinbefore provided for in proclaiming rates of duty, shall, when he determines that it is shown that the differences in costs of production have changed or no longer exist, which led to such proclamation, accordingly as so shown, modify or terminate the same. Nothing in this section shall be construed to authorize a transfer of an article from the dutiable list to the free list or from the free list to the dutiable list, nor a change in form of duty. Whenever it is provided in any paragraph of Title I of this Act, that the duty or duties shall not exceed a specified ad valorem rate upon the articles provided for in such paragraph, no rate determined under the provision of this section upon such articles shall exceed the maximum ad valorem rate so specified.

(d) For the purpose of this section any coal-tar product provided for in paragraphs 27 or 28 of Title I of this Act shall be considered similar to or competitive with any imported coal-tar product which accomplishes results substantially equal to those accomplished by the domestic product when used in substantially the same manner.

(e) The President is authorized to make all needful rules and regulations for carrying out the provisions of this section.

(f) The Secretary of the Treasury is authorized to make such rules and regulations as he may deem necessary for the entry and declaration of imported articles of the class or kind of articles upon which the President has made a proclamation under the provisions of subdivision (b) of this section and for the form of invoice required at time of entry.

## PREVENTING UNFAIR METHODS OF COMPETITION

Section 316. (a) That unfair methods of competition and unfair acts in the importation of articles into the United States, or in their sale by the owner, importer, consignee, or agent of either, the effect or tendency of which is to destroy or substantially injure an industry, efficiently and economically operated, in the United States, or to prevent the establishment of such an industry, or to restrain or monopolize trade and commerce in the United States, are hereby declared unlawful, and when found by the President to exist shall be dealt with, in addition to any other provisions of law, as hereinafter provided.

(b) That to assist the President in making any decisions under this section the United States Tariff Commission is hereby authorized to investigate any alleged violation hereof on complaint under oath or upon its initiative.

(c) That the commission shall make such investigation under and in accordance with such rules as it may promulgate and give such notice and afford such hearing, and when deemed proper by the commission such rehearing with opportunity to offer evidence, oral or written, as it may deem sufficient for a full presentation of the facts involved in such investigation; that the testimony in every such investigation shall be reduced to writing, and a transcript thereof with the findings and recommendations of the commission shall be the official record of the proceedings and findings in the case, and in any case where the findings

in such investigation show a violation of this section, a copy of the findings shall be promptly mailed or delivered to the importer or consignee of such articles; that such findings, if supported by evidence, shall be conclusive, *except that a rehearing may be granted by the commission, and except that, within such time after said findings are made and in such manner as appeals may be taken from decisions of the United States Board of General Appraisers, an appeal may be taken from said findings upon a question or questions of law only to the United States Court of Customs Appeals by the importer or consignee of such articles; that if it shall be shown to the satisfaction of said court that further evidence should be taken, and that there were reasonable grounds for the failure to adduce such evidence in the proceedings before the commission, said court may order such additional evidence to be taken before the commission in such manner and upon such terms and conditions as to the court may seem proper; that the commission may modify its findings as to the facts or make new findings by reason of additional evidence, which, if supported by evidence, shall be conclusive as to the facts except that within such time and in such manner an appeal may be taken as aforesaid upon a question or questions of law only; that the judgment of said court shall be final, except that the same shall be subject to review by the United States Supreme Court upon certiorari applied for within three months after such judgment of the United States Court of Customs Appeals.*

(d) That the final findings of the commission shall be transmitted with the record to the President.

(e) That whenever the existence of any such unfair method or act shall be established to the satisfaction of the President he shall determine the rate of additional duty, not exceeding 50 nor less than 10 per centum of the value of such articles as defined in section 402 of Title IV of this Act, which will offset such method or act, and which is hereby imposed upon articles imported in violation of this Act, or, in what he shall be satisfied and find are extreme cases of unfair methods or acts as aforesaid, he shall direct that such articles as he shall deem the interests of the United States shall require, imported by any person violating the provisions of this Act, shall be excluded from entry into the United States, and upon information of such action by the President, the Secretary of the Treasury shall, through the proper officers, assess such additional duties or refuse such entry; and that the decision of the President shall be conclusive.

(f) That whenever the President has reason to believe that any article is offered or sought to be offered for entry into the United States in violation of this section but has not information sufficient to satisfy him thereof, the Secretary of the Treasury shall, upon his request in writing, forbid entry thereof until such investigation as the President may deem necessary shall be completed: Provided, That the Secretary of the Treasury may permit entry under bond upon such conditions and penalties as he may deem adequate.

(g) That any additional duty or any refusal of entry under this section shall continue in effect until the President shall find and instruct the Secretary of the Treasury that the conditions which led to the assessment of such additional duty or refusal of entry no longer exist.

#### CONDITIONS FOR REVISING RATES OF DUTY

Section 317. (A) That the President *when he finds that the public interest will be served thereby* shall by proclamation specify and declare new or additional duties as hereinafter provided upon *articles wholly or in part the growth or product of any foreign country whenever he shall find as a fact that such country—*

*Imposes, directly or indirectly, upon the disposition in or transportation in transit through or re-exportation from such country of any article wholly or in part the growth or product of the United States any unreasonable charge, exaction, regulation, or limitation which is not equally enforced upon the like articles of every foreign country;*

*Discriminates in fact against the commerce of the United States, directly or indirectly, by law or administrative regulation or practice, by or in respect to any customs,*

*tonnage, or port duty, fee, charge, exaction, classification, regulation, condition, restriction, or prohibition, in such manner as to place the commerce of the United States at a disadvantage compared with the commerce of any foreign country.*

(B) If at any time the President shall find it to be a fact that any foreign country has not only discriminated against the commerce of the United States, as aforesaid, but has, after the issuance of a proclamation as authorized in subdivision (A) of this section, maintained or increased its said discriminations against the commerce of the United States, the President is hereby authorized, if he deems it consistent with the interests of the United States, to issue a further proclamation directing that such articles of said country as he shall deem the public interests may require shall be excluded from importation into the United States.

(C) That any proclamation issued by the President under the authority of this section shall, if he deems it consistent with the interests of the United States, extend to the whole of any foreign country or may be confined to any subdivision or subdivisions thereof; and the President shall, whenever he deems the public interests require, suspend, revoke, supplement, or amend any such proclamation.

(D) *Whenever the President shall find as a fact that any foreign country places any burdens upon the commerce of the United States by any of the unequal impositions or discriminations aforesaid, he shall, when he finds that the public interest will be served thereby, by proclamation specify and declare such new or additional rate or rates of duty as he shall determine will offset such burdens, not to exceed 50 per centum ad valorem or its equivalent, and on and after thirty days after the date of such proclamation there shall be levied, collected, and paid upon the articles enumerated in such proclamation when imported into the United States from such foreign country such new or additional rate or rates of duty; or, in case of articles declared subject to exclusion from importation into the United States under the provisions of subdivision (B) of this section, such articles shall be excluded from importation.*

(E) *Whenever the President shall find as a fact that any foreign country imposes any unequal imposition or discrimination as aforesaid upon the commerce of the United States, or that any benefits accrue or are likely to accrue to any industry in any foreign country by reason of any such imposition or discrimination imposed by any foreign country other than the foreign country in which such industry is located, and whenever the President shall determine that any new or additional rate or rates of duty or any prohibitions hereinbefore provided for do not effectively remove such imposition or discrimination and that any benefits from any such imposition or discrimination accrue or are likely to accrue to any industry in any foreign country, he shall, when he finds that the public interest will be served thereby, by proclamation specify and declare such new or additional rate or rates of duty upon the articles wholly or in part the growth or product of any such industry as he shall determine will offset such benefits, not to exceed 50 per centum ad valorem or its equivalent, upon importation from any foreign country into the United States of such articles and on and after thirty days after the date of any such proclamation such new or additional rate or rates of duty so specified and declared in such proclamation shall be levied, collected, and paid upon such articles.*

(F) All articles imported contrary to the provisions of this section shall be forfeited to the United States and shall be liable to be seized, prosecuted, and condemned in like manner and under the same regulations, restrictions, and provisions as may from time to time be established for the recovery, collection, distribution, and remission of forfeitures to the United States by the several revenue laws. Whenever the provisions of this Act shall be applicable to importations into the United States of articles wholly or in part the growth or product of any foreign country, they shall be applicable thereto whether such articles are imported directly or indirectly.

(G) It shall be the duty of the United States Tariff Commission to ascertain and at all times to be informed

whether any of the discriminations against the commerce of the United States enumerated in subdivisions (A), (B), and (E) of this section are practiced by any country; and if and when such discriminatory acts are disclosed, it shall be the duty of the commission to bring the matter to the attention of the President, together with recommendations.

(H) The Secretary of the Treasury with the approval of the President shall make such rules and regulations as are necessary for the execution of such proclamations as the President may issue in accordance with the provisions of this section.

(I) That when used in this section the term "foreign country" shall mean any empire, country, dominion, colony, or protectorate, or any subdivision or subdivisions thereof (other than the United States and its possessions), within which separate tariff rates or separate regulations of commerce are enforced.

#### ADMINISTRATIVE PROVISIONS

Section 313. \* \* \* On the exportation of flavoring extracts, medicinal or toilet preparations (including perfumery) hereafter manufactured or produced in the United States in part from domestic alcohol on which an internal-revenue tax has been paid, there shall be allowed a drawback equal in amount to the tax found to have been paid on the alcohol so used. Such drawback shall be determined and paid under such rules and regulations, and upon the filing of such notices, bonds, bills of lading, and other evidence of payment of tax and exportation, as the Secretary of the Treasury shall prescribe.

Section 402. Value.—(a) For the purposes of this Act the value of imported merchandise shall be—

(1) The foreign value or the export value, whichever is higher;

(2) If neither the foreign value nor the export value can be ascertained to the satisfaction of the appraising officers, then the United States value.

(3) If neither the foreign value, the export value, nor the United States value can be ascertained to the satisfaction of the appraising officers, then the cost of production;

(4) If there be any similar competitive article manufactured or produced in the United States of a class or kind upon which the President has made public a finding as provided in subdivision (b) of section 315 of Title III of this Act, then the American selling price of such article.

(b) The foreign value of imported merchandise shall be the market value or the price at the time of exportation of such merchandise to the United States, at which such or similar merchandise is freely offered for sale to all purchasers in the principal markets of the country from which exported, in the usual wholesale quantities and in the ordinary course of trade, including the cost of all containers and coverings of whatever nature, and all other costs, charges, and expenses incident to placing the merchandise in condition, packed ready for shipment to the United States.

(3) The export value of imported merchandise shall be the market value or the price, at the time of exportation of such merchandise to the United States, at which such or similar merchandise is freely offered for sale to all purchasers in the principal markets of the country from which exported, in the usual wholesale quantities and in the ordinary course of trade, for exportation to the United States, plus, when not included in such price, the cost of all containers and coverings of whatever nature, and all other costs, charges, and expenses incident to placing the merchandise in condition, packed ready for shipment to the United States. If in the ordinary course of trade imported merchandise is shipped to the United States to an agent of the seller, or to the seller's branch house, pursuant to an order or an agreement to purchase (whether placed or entered into in the United States or in the foreign country), for delivery to the purchaser in the United States, and if the title to such merchandise remains in the seller until such delivery, then such merchandise shall not be deemed to be freely offered for sale in the principal markets of the country from which exported for exportation to the United States, within the meaning of this subdivision.

(d) The United States value of imported merchandise shall be the price at which such or similar imported merchandise is freely offered for sale, packed ready for delivery, in the principal market of the United States to all purchasers, at the time of exportation of the imported merchandise, in the usual wholesale quantities and in the ordinary course of trade, with allowance made for duty, cost of transportation and insurance, and other necessary expenses from the place of shipment to the place of delivery, a commission not exceeding 6 per centum, if any has been paid or contracted to be paid on goods secured otherwise than by purchase, or profits not to exceed 8 per centum and a reasonable allowance for general expenses, not to exceed 8 per centum on purchased goods.

(e) For the purpose of this title the cost of production of imported merchandise shall be the sum of—

(1) The cost of materials of, and of fabrication, manipulation, or other process employed in manufacturing or producing such or similar merchandise, at a time preceding the date of exportation of the particular merchandise under consideration which would ordinarily permit the manufacture or production of the particular merchandise under consideration in the usual course of business;

(2) The usual general expenses (not less than 10 per centum of such cost) in the case of such or similar merchandise;

(3) The cost of all containers and coverings of whatever nature, and all other costs, charges, and expenses incident to placing the particular merchandise under consideration in condition, packed ready for shipment to the United States; and

(4) An addition for profit (not less than 8 per centum of the sum of the amounts found under paragraphs (1) and (2) of this subdivision) equal to the profit which ordinarily is added, in the case of merchandise of the same general character as the particular merchandise under consideration, by manufacturers or producers in the country of manufacture of production who are engaged in the production or manufacture of merchandise on the same class or kind.

(f) The American selling price of any articles manufactured or produced in the United States shall be the price, including the cost of all containers and coverings of whatever nature and all other costs, charges, and expenses incident to placing the merchandise in condition packed ready for delivery, at which such article is freely offered for sale to all purchasers in the principal market of the United States, in the ordinary course of trade in the usual wholesale quantities in such market, or the price that the manufacturer, producer, or owner would have received or was willing to receive for such merchandise when sold in the ordinary course of trade and in the usual wholesale quantities, at the time of exportation of the imported article.

Section 622. Emergency of War.—Whenever the President shall by proclamation declare an emergency to exist by reason of a state of war, or otherwise, he may authorize the Secretary of the Treasury to extend during the continuance of such emergency the time herein prescribed for the performance of any act.

#### ADDITIONAL WASHINGTON NEWS

##### Hoover Names Chemical Conferees

WASHINGTON, Sept. 19.—Chemical manufacturers representing the organic chemical industry conferred recently with Secretary of Commerce Hoover, Julius Klein, director of the Bureau of Foreign and Domestic Commerce, and C. R. De Long, the newly appointed director of the Chemical Division, on co-operation between the chemical industry and the Department of Commerce. Following the meeting, Mr. De Long announced that the executive committee of the Manufacturing Chemists' Association will act as a permanent advisory committee to the newly organized Chemical Division in order that the division may be of the fullest value to the industry in the expansion of foreign markets for American organic chemicals. A similar com-

(Continued on page 300)

## LEGITIMATE ALCOHOL USERS FACE NEW LAW MENACE

**Bill Introduced to Give Prohibition Unit Full Control and Put Haynes on Basis of a Cabinet Officer—New Formulas Issued—Big Sum Asked for Enforcement.**

WASHINGTON, Sept. 19.—With Prohibition Mimeograph 282 rescinded, Treasury Decision 3,335 in the discard and an apparent purpose of the Treasury Department to recognize the fact that the Volstead Law gives mandatory rights to users of industrial and medicinal alcohol, as well as to prohibition enforcement agencies, a new menace looms on the alcohol horizon. It is intended to stem the tide of liberality toward manufacturers using industrial alcohol and put the enforcement of the anti-beverage half of the law safely in the paramount position which has been threatened with extinction.

Identical bills have been introduced by Senator Ernst, of Kentucky (Senate 3,713), and Representative Wood, of Indiana (House 12,035), entitled "A Bill to Establish a Bureau of Prohibition and for Other Purposes." It takes away from the Treasury Department and the Internal Revenue Bureau all connection with the administration of the Volstead Act and gives autocratic power to the Prohibition Commissioner, who is to receive a salary of \$10,000 a year. Section 2 practically vests in this Commissioner all of the power now exercised by the Secretary of the Treasury and his agents are rated as being equivalent in power to Collectors of Internal Revenue.

The preparation and introduction of this dangerous bill have gone on very quietly and its purport has amazed persons who have read its sweeping provisions.

Following the publication last month of the drastic and impossible provisions of Mimeograph 282, the Internal Revenue Bureau has rescinded it. This action was due to the general revolt of legitimate users of industrial and medicinal alcohol, who had become tired of the unnecessary and often costly requirements made upon them by the prohibition enforcement authorities and considered this the "last straw." Vigorous opposition was put up successfully by the American Drug Manufacturers' Association, the National Wholesale Druggists' Association, the National Association of Retail Druggists, the Flavoring Extract Manufacturers' Association of the United States, the Proprietary Association and the American Manufacturers of Toilet Articles. In the conferences with acting Internal Revenue Commissioner Smith, Richard H. Bond represented the Flavoring Extract Association, and W. L. Crounse appeared for the Toilet Manufacturers.

### NEW BONDING REGULATION EXPECTED SOON

It is announced that the new bonding regulation eliminating the objectionable features of cancelled Treasury Decision 3,335, with other modifications, is about ready to be issued after conferences by the Revenue authorities and the representatives of the trade interests affected.

Meanwhile one of its unobjectionable provisions is being put into effect, Commissioner Haynes having cut some of the red tape surrounding the procurement of supplies of alcohol by druggists. The amount allowed is increased and the conditions generally are less drastic than formerly.

In connection with the bonding regulation it is well for manufacturers and others holding basic permits to remember that renewal applications for 1923 permits must be filed before November 1. They can be filed now.

### REGULATIONS FOR USE OF DENATURED FORMULAS.

Appendix to Regulations No. 61 has just been issued, entitled "Formulae for Completely and Specially Denatured Alcohol; September, 1922." It gives six formulas, with full specifications, for completely denatured alcohol and 74 formulas for specially denatured alcohol, the numbers running up to 49, the others being lettered variations of numbered formulas. Formula 39-C, published in the August

number (page 245) of THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW, is not included, evidently having been issued after the Regulations had gone to press.

### SUPPLEMENT MADE TO SPECIAL FORMULA 39-C

Pro-Mimeograph Coll. No. 3002, issued August 25 by Commissioner Blair, relates the proof of alcohol to be used for denaturation according to Special Formula 39-C. It is as follows:

"In accordance with the provisions of the second paragraph of Article 101, Regulations No. 61, it is hereby provided that alcohol of 1920 proof may be used by proprietors of duly qualified denaturing plants in the manufacture of specially denatured alcohol formula 39-C in addition to formulas Nos. 39, 39-A, 39-B and 40 as stated in Pro-Mim. Coll. No. 2935."

### RECOVERY OF DENATURED ALCOHOL FOR RE-USE.

T. D. 3392, issued by Commissioner Blair gives permission for the recovery for re-use of specially denatured alcohol, Formula No. 30, for laboratory purposes, permitted. It follows:

"Formula No. 30 for special denaturation of alcohol to be used for chemical and physical laboratory purposes, photo dry plates, manufacturing vegetable oils, varnish, and white petroleum oils (conditional) will hereafter read as follows:

"To every 100 gallons of ethyl alcohol, 190 proof or more, add 10 gallons of pure methyl alcohol of a specific gravity of not more than 0.810.

"The denatured alcohol may be recovered for re-use, provided such recovery is accomplished by simple distillation without the use of oxidizing agents, for example, the common laboratory practice of removing acidity by distillation over caustic soda.

"All applications for specially denatured alcohol, Formula No. 30, must be made on Form 1479 and accompanied by bond, Form 1480, as required by Regulations No. 61, Article 114. Users of this formula, whether for laboratory or other purposes, must keep records and otherwise comply with the law and regulations governing the use of specially denatured alcohol by manufacturers.

"Treasury Decision 2793 is hereby revoked."

### SPECIALLY DENATURED ALCOHOL FORMULA NO. 23-F.

The following formula to be known as specially denatured alcohol Formula No. 23-F, has been authorized by Commissioner Blair for use in the manufacture of liniments and lotions for external purposes:

To every 100 gallons of pure ethyl alcohol add 3 lbs. of salicylic acid U. S. P., 1 lb. of Resorcin U. S. P., 1 gal. oil of Bergamot N. F. IV.

### COST OF FEDERAL DRY LAW ENFORCEMENT.

Internal Revenue Bureau's statement for the fiscal year ended June 30, 1922, reports receipts from the enforcement of the Volstead prohibition law as \$1,987,615.19, as against \$2,152,387.45 collected during the previous fiscal year. This does not include fines in criminal prosecutions. The amount expended in enforcement of the prohibition law was \$6,347,000. Estimating the unreported receipts from fines at \$2,400,000, about the amount of the previous year, although the sum probably was smaller, the result indicates that the net loss to the taxpayers of the Nation through Federal prohibition law enforcement was approximately \$2,000,000, at least.

Commissioner Haynes is understood to want an appropriation of \$9,858,220 for the fiscal year 1923.

### Finds Many Helpful Things

(E. E. Hess Drug Co., Brook, Ind.)

We find many helpful things in THE AMERICAN PERFUMER & ESSENTIAL OIL REVIEW.

# NEW LIGHT ON GOVERNMENT CONTROL OF ALCOHOL

Law Has Two Parts, as Enacted, But Not Observed Until Recently, as Seen by C. P. SMITH, Assistant Internal Revenue Commissioner, Who Construes Its Provisions

It had been expected that the presence of Wayne B. Wheeler, the spokesman of the Anti-Saloonists, would be the chief feature of the opening of the Chemical Exposition, but he got away without answering a single one of the many questions that were ready for him. But the chemists were not disappointed when they heard the address of Mr. C. P. Smith, assistant and often acting Commissioner of Internal Revenue at Washington. Mr. Smith is a man without bias, one who wants all laws enforced properly and without discrimination. His address given below is a wonderfully illuminating document, and should be thoroughly read and digested by our readers:

"The manufacture and sale of distilled spirits have been subject to governmental regulation in this country almost from its foundation. During Washington's administration a tax was imposed upon the manufacture of liquor and the imposition of the tax was resisted by many distillers. Washington called for 15,000 volunteers to put down the incipient rebellion and it came to nothing. From that time to the present taxes have been imposed upon the manufacture of spirits and regulation has been necessary in order to collect those taxes.

"For the first hundred years of our national existence, distilled spirits were produced almost exclusively for beverage purposes. The manufacture of high-proof alcohol was unknown or unimportant until after the year 1870. With the development of the arts and industries the use of alcohol became more and more important. The heavy taxes to which it was subjected led manufacturers to petition Congress for relief from the tax upon alcohol which was to be used exclusively for manufacturing purposes. This demand was heeded by Congress in 1906 when the first law was passed which authorized the removal of alcohol from bonded distillery warehouses without payment of tax, provided it was sufficiently denatured to render it unfit for beverage purposes or for the manufacture of medicinal preparations. Ever since 1906 it has been possible to procure denatured alcohol without payment of tax.

"During the war period industrial alcohol came into its own. The production of denatured alcohol in 1914 amounted to approximately 10,500,000 gallons. The amount produced in 1916 was 46,000,000 and in 1917, 55,000,000 gallons. Alcohol played an important part in the winning of the war for the Allies. The regular alcohol distilleries in this country could not supply the war demand and many of the whiskey distilleries which had not heretofore produced high-proof alcohol were called upon and by installing redistillation columns, these whiskey plants were enabled to help meet the demand.

"The National Prohibition Act brought about an important change in the governmental regulation of alcohol. Prior thereto the government was concerned principally with its production. After the Act became effective it was concerned both with its production and its sale. Whereas prior to the Act pure or undenatured alcohol could be readily obtained for manufacturing purposes, after it became effective such alcohol could be obtained only upon permits.

"The National Prohibition Act was passed for the purpose of devising machinery to make effective the provisions of the Eighteenth Amendment to the Constitution. That amendment prohibits 'the manufacture, sale or transportation of intoxicating liquors within, the importation thereof into, or the exportation thereof from the United States and all territory subject to the jurisdiction thereof for beverage purposes.' Note that it was only 'for beverage purposes' that the manufacture and sale of intoxicating liquors was

prohibited. The National Prohibition Act was drafted at a time when Congress was fully cognizant of the importance of industrial alcohol to the arts and industries and to national defense.

"It sought to do two things: (1) to make effective the Eighteenth Amendment to the Constitution, that is to prevent the manufacture and sale of intoxicating liquors for beverage purposes; (2) to insure an ample supply of alcohol for the arts and industries. This is shown by the descriptive title of the Act which is 'An Act to prohibit intoxicating beverages, and to regulate the manufacture, production, use and sale of high-proof spirits for other than beverage purposes, and to insure an ample supply of alcohol and promote its use in scientific research and in the development of fuel, dye and other lawful industries.'

"Title II of the Act was for the purpose of accomplishing the first-named object. It rang the death knell of 'booze.' Title III of the act was for the purpose of accomplishing the second object. It is entitled 'Industrial Alcohol.' The objects to be accomplished are clearly indicated by section 13, which reads as follows:

"The commissioner shall from time to time issue regulations respecting the establishment, bonding and operation of industrial alcohol plants, denaturing plants and bonded warehouses authorized herein, and the distribution, sale, export and use of alcohol which may be necessary, advisable or proper to secure the revenue, to prevent diversion of the alcohol to illegal uses and to place the non-beverage alcohol industry and other industries using such alcohol as a chemical raw material or for other lawful purposes upon the highest possible plane of scientific and commercial efficiency consistent with the interests of the Government, and which shall insure an ample supply of such alcohol and promote its use in scientific research and the development of fuels, dyes and other lawful products.'

"Title II and Title III are mutually entitled to respect. No administrative officer has a right to ignore either. Neither has he a right to emphasize the one to the detriment of the other. The manufacture and sale of intoxicating liquor as a beverage is prohibited by the Constitution and by the Act. *The manufacture and sale of alcohol for industrial purposes is not only not prohibited but it is encouraged.* 'The importance of alcohol to the arts and industries is not generally known by the public. In its mind alcohol is associated with 'booze.' It is not known that it enters largely into hundreds of manufacturing processes, is extensively used in the manufacture of thousands of pharmaceuticals and is absolutely essential to the chemical industries. It would be presumptuous for me to attempt to point out to representatives of the chemical industries its importance to them. The chemist would be at a loss to proceed without it. Suffice it to say that the officials of the Internal Revenue Bureau are not insensible to its importance to them. Congress has never been hostile to the manufacture of alcohol for industrial purposes. The National Prohibition Act is not hostile to it. The Bureau of Internal Revenue desires to carry out the will of Congress as expressed by that Act and by other Acts relating to its production and sale. The Bureau does not take the attitude that manufacturers and others needing alcohol in legitimate industry are entitled to purchase it under sufferance. *They are entitled to purchase it under the law. That right is a legal right which is entitled to the same respect as any other legal right. If any prohibition enforcement officer is of a different opinion, that opinion is not shared by the responsible officials of the Bureau.*

## PRODUCTION

"The production of industrial alcohol for non-beverage purposes has not been interfered with by the National Prohibition Act. That Act had its genesis at a time when Congress was fully awake to the part that alcohol had played to the World War. It was anxious to encourage

the alcohol industry not only that this country might be independent of European countries for its dyes, but also as a means of national defense. *The Bureau is anxious to carry out the wishes of Congress in this regard.* The only thing that is concerned with upon this point is that the alcohol which is produced for non-beverage purposes shall not be diverted to beverage purposes. In order to do this it has been necessary to formulate regulations and to provide that pure or undenatured alcohol, which may readily be converted into beverage purposes, shall be sold only upon permits to purchase. These permits have, in the past, often been forged under circumstances which would indicate connivance on the part of the officials or agents of the manufacturer in the violation of the law. Some alcohol manufacturers have undoubtedly found it very difficult and unprofitable to do business under the Prohibition Act, but the Bureau is anxious not to destroy a legitimate industry or business where the owners or officials are not clearly and intentionally violating the law.

#### DISTRIBUTION OF INDUSTRIAL ALCOHOL

"The real problem created by the National Prohibition Act for manufacturers and users of industrial alcohol relates to its distribution. Prior to its effective date, persons requiring the use of alcohol in their business ordinarily purchased it from a wholesale chemical dealer along with other chemicals. The distribution was made at a nominal cost.

"The wholesale chemical dealer was the channel of distribution until the issuance of T. D. 3208, which was prompted by an opinion of the Attorney-General dated February 2, 1921. That opinion held that none besides manufacturers, importers and wholesale druggists could properly, under the National Prohibition Act, be given permit to sell intoxicating liquors. Title II of the Act defines this item as including alcohol. Ergo only manufacturers, importers and wholesale druggists can lawfully sell undenatured alcohol. I am not clear in my own mind that the opinion of the Attorney-General must necessarily be interpreted as above indicated. The pertinent paragraph of the opinion is as follows:

"As to industrial alcohol, insofar as the term is applied to denatured alcohol, that is, alcohol which is not fit for beverage purposes, the above provisions do not apply since the words "liquor" and "intoxicating liquor," as defined in Section 1 of Title II, while including alcohol, do not include alcohol which is not "fit for beverage purposes." Section 10 of Title III provides that "alcohol lawfully denatured may, under regulations, be sold free of tax either for domestic use or for export;" and section 13 provides that the Commissioner of Internal Revenue shall issue regulations respecting industrial alcohol plants, and the distribution, sale, export and use of alcohol which may be necessary to secure the revenue, to prevent diversion of the alcohol to illegal uses, etc. This section seems to furnish the only limitations upon industrial alcohol found in Title III, but insofar as alcohol fit for beverage purposes is concerned, they are in addition to those laid down in Title II.

The question at issue is whether high-proof ethyl alcohol is fit for beverage purposes. Every chemist knows that 95% ethyl alcohol is not fit for beverage purposes. If such is the case, it would appear to be entirely proper for the Bureau to grant permits to such dealers to sell it, provided, of course, it was considered desirable to grant such permits.

"The present method of distribution of alcohol is unsatisfactory. After T. D. 3208 was issued, a number of industrial alcohol factories established agencies in different cities for the distribution of their output. In some of these cases the agents proved 'crooked' and got their principals into trouble. In other cases the agencies were operated at a loss. The effect was that the companies made no money and the ultimate cost of alcohol to the consumer was increased.

"If the National Prohibition Act can be construed to permit the Commissioner of Internal Revenue to grant permits to responsible chemical dealers, to deal in alcohol, the pure as well as the denatured, and such a method of distribution would result in a cheapened supply without increasing the ease with which the law can be violated, I, personally, am of the opinion either that the law should be so construed as to permit the granting or that there should be supple-

mentary legislation which would warrant such a method of distribution.

"In the past legitimate users of pure alcohol have sometimes been hampered in their manufacturing operations by not being able to get alcohol in the quantities called for in their applications. These applications have been cut down, even though, under the law, they were entitled to purchase all that was asked for. This situation has recently been remedied by the promulgation of T. D. 3381, dated August 4. The Director will hereafter approve permits for the purchase of alcohol unless he has some ground other than suspicion for not doing so. *This will indicate to you that the Bureau is moving in the right direction.*

"This change in the regulations may necessitate another change in the policy of dealing with applications for permits. Heretofore applications of permits to purchase alcohol for manufacturing purposes have generally been granted where nothing can be found against the applicant. The result has been the granting of thousands of permits to persons desiring to manufacture hair tonics, flavoring extracts and patent medicines. The situation in the flavoring extract industry is demoralized. It is needless to say that much of the alcohol sold to these small manufacturers for industrial purposes is utilized in the making of 'bootleg' whiskey. It is very probable that there will come a time when a man must show more than that he has never served a jail sentence before he will be entitled to receive a permit to purchase pure alcohol for manufacturing purposes. That day will be hailed with delight by legitimate users of alcohol.

#### THE FUTURE

"The future of the alcohol industry in this country seems to me to be very promising. With the improvement of business, the demand for alcohol must increase. The dye industry is now on a stable basis and it demands large quantities of alcohol. The alcohol motor fuel industry is also on a sound basis. In the light of these facts the Internal Revenue Bureau would be shortsighted, indeed, if it took a hostile attitude toward the industrial alcohol industry. I assure you that it does not. If it did so, it would be a violator of the law and not be setting a proper example to the public. Law observance, like charity, begins at home."

#### ADDITIONAL WASHINGTON NEWS

(Continued from page 297.)

mittee will be appointed in the synthetic organic chemical industry with the co-operation of the Synthetic Organic Chemical Manufacturers' Association, it was announced.

The personnel of the newly appointed committee is: Henry Howard, chairman, of Cleveland; S. W. Wilder, Merrimac Chemical Company, Boston; E. M. Allen, president Mathieson Alkali Works, New York; Robert T. Baldwin, National Aniline & Chemical Co., New York; Dr. Charles L. Reese, E. I. du Pont de Nemours & Co., Wilmington; A. G. Rosengarten, Powers-Weightman-Rosengarten, Philadelphia; Lancaster Morgan, General Chemical Co., New York, and H. H. Dow, Dow Chemical Co., Midland, Mich.

#### SOAP AND PERFUMERY STAMP TAX RECEIPTS.

The preliminary report of the Internal Revenue Bureau for the fiscal year ending June 30, 1922, gives the following figures of receipts for collections of excise taxes on the articles named below:

Toilet soaps and toilet soap powders, \$1,324,600.55, being a decrease of \$89,173.44, from the 1921 report.

Perfumes, cosmetics and medicinals, \$2,305,482.25, a reduction of \$3,495,286.16 from the 1921 period.

These figures are not particularly significant, for the stamp taxes were abolished January 1, 1922, at the end of the first half of the fiscal year.

#### TRADE COMMISSION SENT TO BERLIN.

The appointment of Arthur J. Grey, this city, as American commodity Trade Commissioner to the Berlin office of the Department of Commerce is announced by the Bureau of Foreign and Domestic Commerce. For six years Mr. Grey engaged in foreign trade, first as traveling representative for American firms in Belgium and France and later as a principal, with offices in this city, Paris and Buenos Aires.

## EIGHTH CHEMICAL EXPOSITION PROVES BIG SUCCESS

Great Interest Taken by 60,000 Visitors in 400 Exhibits of Raw Materials, Machinery and Products—Labor-Saving Machinery and Equipment Featured—Thomas A. Edison Among Numerous Visitors at The American Perfumer's Booth—Lectures an Added Feature—Some of the Exhibits.

The important role that machinery is destined to play in the solution of manufacturing problems in the coming years was strikingly foreshadowed at the Eighth Annual Exposition of Chemical Industries held in Grand Central Palace, New York City, during the week of September 11. Not only were there more exhibits of machinery and equipment than in previous expositions but the exhibits were primarily of labor-saving machinery, of machinery designed to save minutes of time or of machinery made to double and triple the output of previous apparatus of the same kind. Inquiries by the 60,000 persons who visited the exposition, bore out the conviction that there is a greater interest in newer and more efficient means of mechanical production than ever before.

Open meetings held during the week added much to the interest of the exposition. These were arranged for the purpose of affording discussion of some of the vital problems before the industry by the men most concerned. One such meeting, for instance, was scheduled for the opening night, when it was understood that Wayne B. Wheeler, counsel for the Anti-Saloon League, would speak on the attitude of the League toward the industrial use of alcohol and would answer questions which would be helpful to those legitimate users of alcohol who have not fully understood the purposes and actions of the League.

Considerable disappointment consequently was expressed by many who went prepared to ask definite questions, when Mr. Wheeler delivered his usual address on the aims of the prohibition law and then excused himself, leaving the hall at once. The abrupt termination of what was expected to result in closer and more effective co-operation between the League and the industry made it impossible for any solution to be offered on points in which legitimate users of alcohol and the League differ.

The Synthetic Organic Chemical Manufacturers' Association held its meeting on Tuesday afternoon. The only paper of interest to our readers was that by B. T. Bush, president of the Antoine Chiris Co., on "Synthetic Perfumes." In introducing Mr. Bush, Dr. Herty, the chairman, referred to him as "one of the high lights of the aromatic chemical industry in the United States." In his talk, Mr. Bush pointed out that just as the chemist produces colors for the artist to blend so also does he produce new odors for perfumers to blend.

The booth maintained by THE AMERICAN PERFUMER & ESSENTIAL OIL REVIEW for the convenience of its readers who visited the exposition proved to be a popular meeting place for men in the trade. Among the numerous visitors at this booth were Thomas A. Edison; B. T. Bush, Antoine Chiris Co., New York; Edwin Sefton, Harriet Hubbard Ayer, New York; E. M. Loveland, B. T. Babbitt, Inc., New York; William Brewster, State College of Washington, Pullman, Wash.; C. R. DeLong, Department of Commerce, Washington, D. C.; L. A. Rosett, Charles L. Senior and A. Katz, Florasynth Laboratories, Unionport, N. Y.; Herbert Kranich, Kranich Chemical Co., Brooklyn, N. Y.; Mr. and Mrs. C. E. Ising, Flushing, N. Y.; and Mrs. C. T.

Johnson, Pittsburgh, Pa.; F. A. Schwannecke, French Cosmetic Mfg. Co., New Rochelle, N. Y.; John Friedrich, Jr., John H. Healy, and Paul Frailey, of the Friedrich Friedrich Co., Inc., Philadelphia, Pa.

Dr. Carleton Ellis, Montclair, N. J.; F. W. Green, National Aniline & Chemical Co., N. Y.; A. Doolittle and J. H. Hall, Compagnie Parento, Inc., New York; C. A. Myers, Jr., Dodge & Olcott Co., New York; Ralph Wilson, New York; L. Roon, Standard Mineral Co., New York; Gustave Mahlick, Essential Oil Co., Trenton, N. J.; A. L. Van Ameringen, New York; J. A. Handy, Larkin Co., Buffalo, N. Y.; T. C. Wheaton, Millville, N. J., and E. S. Hagerthey, New York, of T. C. Wheaton Co., Millville, N. J.; O. A. Brown, New York; F. W. C. Ross, Plymouth Organic Laboratories, New York; Frank R. Steele, Morana, Inc., New York; Dr. H. E. Howe, Editor *Journal of Industrial & Engineering Chemistry*, Washington, D. C.

W. G. Ungerer, New York; A. Goeding, Suffern, N. Y.; H. H. Sawyer, Frank J. Roe, H. G. Dalrymple, of Trade Laboratories, Newark, N. J.; Dr. and Mrs. E. G. Thomssen, Hoboken, N. J.; Dr. Allen Rogers, Pratt Institute; Henry Pfaltz, Pfaltz & Bauer, New York; J. Judd Mason, Julian W. Lyon & Co., New York; T. T. Pergament and Chas. Pergament, New York; L. J. Woolf, H. Kohnstamm & Co., New York; A. Alexander, New York; V. E. Meadows, W. C. Siebert, L. Sasnor and A. E. Mullen, of Trece Laboratories, Inc., New York; F. H. Leonhardt, Fritzsche Brothers, Inc., New York; C. E. Davis, National Biscuit Co., and George K. Diller, Wheeling Stamping Co., New York.

A brief summary of the exhibits of interest to readers of this journal follows:

### RAW MATERIALS

**Rhodia Chemical Co.**, New Brunswick, N. J.—A feature of this company's exhibit was a large frame containing photographs of the plants of the Société Chimique des Usines du Rhone with which it is associated. Coumarin was also shown. The company was represented by Dr. Max Mueller, Charles F. Kelly, and A. C. Robertson.

**United States Industrial Alcohol Co.**, and **United States Industrial Chemical Co.**, New York, N. Y.—The complete line of products made by these companies were shown. It was announced that the company manufactures seventy-six approved formulas of denatured alcohol. Booklets were distributed, giving the various formulae for denatured alcohol. The company was represented by Burnell R. Tunison, Frederick Steffens and Warren Gofren.

**Innis, Speiden & Co.**, New York, N. Y.—Four grades of talc made by the Pacific Coast Talc Co. for which the company is sales agent, were shown. Other standard chemicals handled by the company were also exhibited. The company was represented by C. Leith Speiden, E. H. Manahan and G. Mackalcan.

**Florasynth Laboratories**, Unionport, N. Y.—Among the new products shown by this company was Vanillarome, a synthetic product which resembles the taste and aroma of Mexican Vanilla Beans. Diethyl phthalate, Rhodinol, Methylanthranilate in crystal form and grasosynth, a new synthetic grape flavor, as well as aldehydes and ketones for the manufacture of flavors were shown. Isobutyl indol and benzophenone used as fixatives were also shown. The company was represented by Alexander Katz, Louis A. Rosett, and Charles L. Senior.

**Mathiesen Alkali Works, Inc.**, New York, N. Y.—Soda ash and caustic were displayed by this company. The Commonwealth Chemical Corporation which is allied with this company exhibited benzoate of soda, benzaldehyde, benzoic acid and coumarin. The company was represented by John A. Kienle, John W. Boyer, Benj. T. Brooks, J. H. MacMahon, H. M. Mabey, E. E. Routh, J. A. Rose, W. D. Marsall, R. J. Quinn, R. C. Staples, R. B. Tarleton, J. B.

Peake, R. A. McMichael, G. N. Davis, A. E. Wunerstrom, R. C. Mitchell, and J. Douglas MacMahon.

**Alcohol Warehouse Corporation**, New York, N. Y.—This company exhibited products used to denature alcohol and also products denatured with its alcohol. The company denatures alcohol in New York City and announced that it can supply all formulas. The company was represented by Dr. Leo S. Sacharoff, B. A. Goldstein, and Thomas B. Snow.

**Roessler & Hasslacher Chemical Co.**, New York, N. Y.—This company exhibited peroxide zinc soap which it is manufacturing. Zinc stearate was also shown. The company was represented by C. H. Proctor, Wm. J. Schneider, and Dr. B. S. Lacy.

**Commercial Solvents Corporation**, Terre Haute, Ind.—This company exhibited normal hexylalcohol from which is obtained normal hexylaldehyde, from which in turn a variety of products used in the manufacture of perfumes and flavors are obtained. Other products of interest shown were butanol, butyric acid and butylalcohol. The company was represented by H. E. Hall, C. L. Gabriel and A. R. Knight.

**Mallinckrodt Chemical Works**, St. Louis, Mo.—Mallinckrodt reagent quality chemicals were introduced and a red book of methods of testing them was distributed. The company also showed stearate of zinc. George Felder represented the company.

**Bachmeier & Co., Inc.**, New York, N. Y.—Certified pure food colors were shown in all shades for flavoring extract manufacturers and others. The exhibit was in charge of William Bauer, John H. Bachmeier and G. P. Lord.

#### MACHINERY

**Alsop Engineering Co.**, New York, N. Y.—Alsop filters were on display with demonstrators to show how they operate in actual practice. Two sizes of filters were shown, the small size and the new large size. The company was represented by Samuel Alsop, H. C. Sibley and W. E. Picken.

**Economic Machinery Co.**, Worcester, Mass.—The World Labeler Jr., embracing a number of new improvements, as well as the standard World Labeler was shown. New improvements have been added, it was announced and the labeler is equipped to handle all shapes of bottles and boxes. It was announced that machines installed in 1913 are still giving satisfactory service. The company was represented by Leonard W. Howell, Arthur O. Frykholm, Clarence C. Butler, William G. Malm, August C. Meyer and E. V. Wilkins.

**Liquid Carbonic Co.**, Chicago, Ill.—A bottle filling machine for filling 1,500 quart bottles per hour was shown. The machine automatically stops filling when the required amount of liquid has been fed into the bottle it was stated. It is made in ten sizes and also to order. E. D. Hale represented the company.

**F. J. Stokes Machine Co.**, Philadelphia, Pa.—A new tube filling, closing, and clipping machine added to the company's line in the past year was shown in operation. The company also showed its line of powder fillers and molds for making lipsticks, eyebrow pencils, etc. The Stokes rotary vacuum dreg still for recovering alcohol from dregs at the original proof was also shown. The company was represented by C. F. Coleman, and L. H. Bailey.

**Proctor & Schwartz, Inc.**, Philadelphia, Pa.—An automatic process of filtering and drying chemicals and other materials in one continuous operation was shown by this company in its striking display. The process involves the use of an automatic dryer, built by Proctor & Schwartz, Inc., a filter and compressor built by Filtration Engineers, Inc., and pumps, built by the La Bour Co. By this method, it was pointed out, a diversity of filterable materials can now be converted from the slurry or liquid form to perfectly dried particles. The representatives were: Proctor & Schwartz, D. D. Hollenbaugh, G. W. O'Keeffe, T. H. Rhoads, W. J. Dudley, E. C. Faber, P. D. March, J. F. Moranz, H. E. Kantner, and W. H. Rihl; Filtration Engineers, Inc., Arthur Wright, F. W. Young, H. J. Bauer, Harris E. Skinner; The La Bour Co., H. E. La Bour, E. E. Jackson, and P. G. Andrews.

**Karl Kiefer Machine Co.**, Cincinnati, Ohio.—A new vacuum filler which automatically fills and discharges to a corking machine was shown. It was announced that this filler will not fill a broken bottle and that its capacity, depending upon the size of the bottle, ranges from 50 to 80 bottles per minute. The company is bringing out a paste filling machine with both an automatic and a hand feed. The company also showed a new tube closing machine for filling tubes. Printed matter displaying its full line of automatic machines was distributed. The "Superintendent," the first issue of an interesting house organ gotten out by E. E. Finch was also distributed. The paper contains 12 pages of interesting matter and is neatly bound in a blue cover. The company was represented by E. E. Finch, A. J. Sterling, M. C. Finn, John F. Zwibel, and Joseph Eckhoff.

**Mohan & Co.**, New York, N. Y.—The National vacuum filling machine made to fill 50,000 bottles per day depending on the material, the container, and the operator, was one of the interesting machines shown by this company. Tablet counting and packaging machines and the National labeler and Midget labeler were also shown by this company. The company was represented by Philip J. Mohan, president; Charles S. Wagner, secretary; Harry W. Morgan, and William Katzenhauser.

**Pfaudler Co.**, Rochester, N. Y.—Glass lined stills, tanks and jacketed kettles as well as storage tanks and glass coated mixers were on display by this company. The company was represented by P. S. Barnes, and J. A. Cowles.

**Read Machinery Co.**, York, Pa.—A mixing machine equipped with an improved giant bunsen gas burner, operating with a planetary action was shown in motion. Five different sizes are made for handling 80, 60, 30, 15 and 10 quarts. Bowls are furnished in tinned steel, copper or glascote. Three speeds are afforded so that the spindle may make 410, 245 or 131 revolutions per minute and there are ten interchangeable types of beaters for use with the machine. Power is afforded by an electric motor. The company was represented by P. E. Thomas, E. C. Fletcher, W. E. Powers and A. D. Belt, Jr. O. A. Read, sales manager visited the exposition.

**Strite Machine Co.**, South Norwalk, Conn.—A mixing machine operated by a fully enclosed electric motor was shown. The shaft is made of monel metal and the casing of revlis, an alloy possessing desirable properties for this type of machine. A variable speed control is afforded so that any desired speed from 20 to 650 revolutions per minute may be had. The bowl which is made of the same material as the casing swings from left to right and a dumping feature is added. The machine is used for mixing and blending for which purposes a number of types of beaters are supplied. The company was represented by D. D. Strite, Lyman Whitehead and B. H. McDuffie.

**Sowers Manufacturing Co.**, Buffalo, N. Y.—Dopp seamless steam and oil jacketed apparatus consisting of kettles and mixers, vacuum and pressure pans, stills and autoclaves and impregnating apparatus was shown by this company. The company announced that numerous improvements have been made in the line of agitators and that the Dopp soap crutcher has been redesigned incorporating many new features. An interesting letter from one of its customers received just prior to the opening of the exposition was read by callers. The company was represented by Robert C. Boggress, Buffalo; Austin Kuhns, Boston; H. J. Ruhf, George W. Ruhf and S. H. Farkas, New York. David W. Sowers visited the booth during the exposition.

**Vallez Rotary Filters**, Bay City, Mich.—These filters are designed for the filtration of solutions. The filters use wood pulp made from old newspapers or other material. Without the pulp process the filters may be used with filter cloth. It was pointed out that the rotating leaves built up a cake of even thickness which is more easily steamed out and that the automatic discharge makes it unnecessary to take the machine apart between operations. The company was represented by H. A. Vallez, C. L. Bryden and A. H. Vallez.

**Edward Ermoold Co.**, New York, N. Y.—The latest model of the Ermoold labeling machine was shown in operation labeling Cutex bottles. The machine is capable of labeling 4, 6 or 8 bottles at one time giving a production of 80, 120,

or 160 bottles per minute. The company was represented by W. Eugene Blauvelt, John H. Wieland and Fred Schoellkopf. Watson Guthrie, vice-president of the company, who has been abroad, did not return until September 21 and so was unable to visit his friends at the exposition.

**J. L. Mott Iron Works**, New York, N. Y.—Open type steam jacketed kettles and glass enameled tanks as well as a reflux condenser and vacuum still were shown by this company. No new apparatus was added to the line during the past year, but improvements were made in most of the models. The company was represented by C. F. Blackmore and J. J. Blackmore, mechanical engineer and sales manager of the kettle department.

**The J. H. Day Co.**, Cincinnati, Ohio.—Sifting, mixing, and grinding machinery was shown by this company. A new sifter with a patent ball cleaner which taps the meshes to keep them open and clean and which is said to give greater capacity per square foot of sifting service, was shown. The company was represented by O. Biegle, Robert Layburn, and R. W. Wallace.

**Sharples Specialty Co.**, New York, N. Y.—The Sharples super centrifuge was shown in the two sizes: A laboratory size with a capacity up to 1,000 c.c. per minute and a larger size up to 50 to 600 gallons per hour depending on the nature of the material to be clarified. The company was represented by P. T. Sharples, president; Homer Cloukey, Max B. Miller, vice-president; and Aldus Wilbur.

**Blackmer Rotary Pump Co.**, Petowskey, Mich.—A cross section of the Blackmer rotary pump showing how the pump operates was displayed. A small motor afforded power to show how the pump operates. F. D. Goertz represented the company.

**Stuart & Peterson Co.**, Burlington, N. J.—Acid resisting enameled cast-iron equipment and plain cast-iron equipped jacketed stills and autoclaves were shown by this company. H. E. Jacoby and J. J. Kearns were in charge of the exhibit.

**American Steam Pump Co.**, Battle Creek, Mich.—A filter press pump embracing new features, was shown by this company. The company was represented by T. E. Morford, William Oakley and T. H. Davis.

**Abbe Engineering Co.-Beach-Russ Co.**, New York, N. Y.—Rotary cutters, mixers and high vacuum pumps as well as centrifugal and acid pumps were displayed by this company. The representatives were H. C. Russ, A. T. Beach, Jr., C. A. Beach, W. B. Ensign and H. F. Kleinfeldt.

**United Filters**, Hazelton, Pa.—A 24-inch, 24-chamber side-feed and frame filter press made of cast-iron was shown by this company as well as a Sweetland pressure filter for general clarification work. The company was represented by E. J. Sweetland, J. T. Hoyt, R. C. Campbell, and L. D. Thompson.

**Elyria Enameled Products Co.**, Elyria, Ohio.—A condenser which may be adapted to any surface desired; a still used for esterification; and evaporators which are made in various sizes were among the interesting products of this company displayed. Elyria glass-enameled cast-iron and welded steel equipment, includes kettles, containers, evaporating dishes, mixing tanks, etc. The company was represented by Max Donauer, Elyria; W. E. Gray, Jr., New York; R. W. Smith, president and sales manager; D. B. Ethers, New York, and E. P. Poste, director of laboratories.

**De Laval Separator Co.**, New York, N. Y.—A demonstration was given by this company showing the application of its centrifugal separator to the refining of cotton-seed oil. The representatives of the company were Walter Cleary, Harold George, John G. Lisle and Robert Kostelak.

**Zaremba Co.**, Buffalo, N. Y.—High speed evaporators, condensers, and a centrifugal separator were shown by this company.

**Henry E. Jacoby, M. E.**, New York, N. Y.—Chemical machinery and equipment consisting of filter presses, distilling apparatus, evaporators, dryers, jacketed kettles, stills and mixers were shown.

## MISCELLANEOUS

**Whitall Tatum Co.**, New York, N. Y.—Nonsol glass products said to be impervious to acids and alkalis were

shown by this company. Beakers, flasks and samples of the numerous specialties made by the company were on exhibition. The company was represented by W. Weld Figgis, C. Cane, G. E. Barton and Otto P. Bergmann.

**Container Club**, Chicago, Ill.—Shipping containers of corrugated and solid fibre were shown. The exhibit was in charge of A. J. Neumann and J. W. Webb.

**Talc and Soapstone Producers' Association**.—Talc and soapstone in various forms were shown. Among the interesting exhibits was that of the Inyo Talc Co. which showed samples of Sierra Snow and Sierra Cloud powdered talc. The exhibit was in charge of Leo Roon, and Messrs. Boardman, Chapman and Macbeth.

**Synthetic Organic Chemical Manufacturers' Association**.—Visitors were welcomed at this booth and a printed pamphlet entitled: "America's Synthetic Chemical and Medicinal Industry—the Way to Progress," containing the debate in the United States Senate on the Bursum amendment to the tariff bill, was distributed to all callers.

**Arkell Safety Bag Co.**, New York, N. Y.—Safety devices for use in manufacturing plants were on display. The exhibit was in charge of Pedro J. Morales.

**National Filter Cloth & Weaving Co.**, Brooklyn, N. Y.—Cotton filter cloth and filter bags were on display by this company. The representatives were Thomas L. C. Dunn, originator of the process, and Mr. Smith, sales manager.

**Wilson Goggles, Inc.**, Reading, Pa.—Head protectors and dustite respirators for use in soap and toilet preparations plants were shown in three types.

## CASTOR OIL IN PERFUMERY AND SOAPS

(From *Revue de Chimie Industrielle*, 1922, p. 179)

On account of its solubility in alcohol, castor oil is very useful in perfumery. It enters into the composition of brillantines, lotions, etc., and is even employed by some for adulterating essential oils.

The distillation of ricinoleic acid with caustic potash produces secondary capryl alcohol, which is a starting material for the manufacture of synthetic aromatics, but is especially utilized in the manufacture of antiseptic preparations.

The distillation of castor oil at atmospheric pressure or under a vacuum gives rise to two very interesting products: undecylic acid. [Translator's note: This should read *undecylenic acid*] and heptaldehyde.

In order to distil castor oil, 45 kilos of the oil is mixed with 25 kilos of clean sand in a retort, and the mixture is heated with a free flame after connecting the retort with a condenser. With a view to eliminating the vapors of acrolein which are formed immediately, the further end of the condenser is connected to a suction pump. As soon as the temperature has passed 160° the pump is removed and the temperature raised to 300°. Then the distillation is stopped and the contents of the retort emptied into a vessel made ready for the purpose. The receiver will be found to contain an oil, which is fractionated in a vacuum, giving first heptaldehyde and then, above 150°, undecylic acid [see above]. This acid serves as a starting point for the preparation of nonyl alcohol, nonylic acid, aldehyde and esters, all of which are useful in perfumery.

But these are not the only uses of castor oil, which also finds many applications in the soap industry. Castor oil enters into the composition of soaps for all uses, and of all kinds of ingredients. In combination with cresol or phenol it gives antiseptic soaps. Castor oil soaps (1 kilo of castor oil to 400 grams of soda or caustic potash) are much used in the textile industry, for intensifying colors or even sometimes for modifying them. For example, the addition of a small quantity of this soap enables one to obtain bluish shades of red with paranitraniline, whereas otherwise one obtains yellowish shades of red.

## ACTIVITIES OF ASSOCIATIONS, SOCIETIES AND CLUBS

### HOOVER AT SALESMEN'S DINNER

The annual dinner of the Salesmen's Association of the American Chemical Industry in the Commodore Hotel Sept. 12 was a gratifying success. More than 350 were present. Dr. Charles H. Hertzy, president of the Synthetic Organic Chemical Manufacturing Association, was toastmaster and addresses were delivered by Herbert C. Hoover, Secretary of Commerce, who spoke chiefly about coal, and Francis H. Sisson, vice-president of the Guaranty Trust Co., who discussed the financial investment represented in the chemical industry and its growing importance in the life of the Nation. Among others at the guests' table were C. R. de Long, Chief of Chemical Division, Department of Commerce; Herbert Dow, Dow Chemical Co.; C. A. Meade, E. I. du Pont de Nemours & Co.; Dr. David Wesson, Southern Cotton Oil Co.; E. M. Allen, Mathieson Alkali Works, and A. A. Wasserscheid, Mallinckrodt Chemical Works.

A luncheon meeting of the association was held at the Commodore in the afternoon for election of officers and consideration of the report of the Secretary and Treasurer, the latter showing a balance on hand of \$1,362.42.

A memorial resolution expressing the deep sympathy of the members for the family of the late President, Theodore R. L. Loud, was passed.

The association also elected officers for the ensuing year, as follows: President, John W. Boyer, Mathieson Alkali Works; first vice-president, F. M. Fargo, Calco Chemical Co.; second vice-president, Edward Van Berlo, Wilckes-Martin-Wilckes Co.; third vice-president, Edgar M. Queeny, Monsanto Chemical Works; treasurer, Joseph D. Lowery, Kalbfleisch Corporation; secretary, George T. Short, Wilckes-Martin-Wilckes Co. New members of Executive Committee: Williams Haynes, *Drug & Chemical Markets*, three years; R. T. Dunning, Barrett Co., three years; W. S. Goff, Monstanto Chemical Works, two years.

### BARBERS' SUPPLY DEALERS TO MEET

The nineteenth annual convention of the Barbers' Supply Dealers' Association of America is scheduled to be held in Chicago, Ill., October 9, 10, 11 and 12, with headquarters at the Sherman House, which offers superior accommodations for the members and other visitors. Mr. Z. C. Shaw, of Wichita, Kansas, president of the association, expects the convention to eclipse previous ones in point of attendance and attractions. During the last two years, under his administration, the organization has made notable progress in various ways.

One of the important features of the convention, following precedent, will be the exhibition of supplies for the barbering and hairdressing trades. Papers on trade affairs and discussions of tonsorial topics will occupy the formal sessions, which will be so arranged as to give ample time for the merchandising branch of the convention.

Arrangements for fare and a half rates have been made for the round trip with railroads entering Chicago, but members must obtain certificate receipts on purchasing their tickets when going to Chicago and present the same to Joseph Byrne at the Sherman House on or before October 12 in order to take advantage of the rebate in fare.

### Plans for N. W. D. A. Convention

Already more than 100 reservations out of New York, Pennsylvania and New England have been received by the committee on rates and routes for the Colorado Springs meeting of the National Wholesale Druggists' Association during the week of Oct. 2. Romaine Pierson is chairman of the committee on rates and routes, 93 Nassau street, New York. The special train leaves Grand Central Station, New York, on Thursday, Sept. 28, at 5 o'clock P. M. Eastern standard time.

### AMERICAN CHEMICAL SOCIETY

More than a thousand chemists attended the Autumn meeting of the American Chemical Society at Pittsburgh in the week of September 6. Edgar F. Smith, president, delivered an interesting public address on "Our Science," and there were a great many interesting technical papers, including one by H. S. Richardson on "The Action of Sodium Silicate When Used in Soap." "The Causticization of Soda Ash" was treated by J. Harrop.

Charles Wadsworth, 3rd, in a paper on "Cost Accounting as a Factor in the Control of Chemical Processes," said in part:

"Once accurate costs are obtained they must be deftly used. There are many pitfalls for the executive who places blind allegiance in cost figures. Close contact with manufacturing plants is essential, and an understanding of manufacturing problems and manufacturing psychology is sine qua non. An intelligent limit can be placed on purchasing, prices and wages. The efficiency of each step in complicated manufacturing processes can be isolated, controlled and made more efficient. The knowledge of whether a product is making money or not enables the executive to control production and sales, especially as to quantities, and to direct emphasis to the most profitable enterprise.

"As the most accurate indicator of business health, technical men must become acquainted with cost procedure, unless they are willing to remain in positions subordinate to men with business training who understand cost procedure."

Dyes received much attention and there was a symposium on standards and tests. The entertainment was excellent, the usual visits were made to industrial plants and the meeting was a pronounced success.

A paper was also read on "A New Method of Vanillin Determination" which we shall publish in an early issue.

### ASSOCIATIONS IN THE ALLIED INDUSTRIES

AMERICAN MANUFACTURERS OF TOILET ARTICLES.—President, Gilbert Colgate, New York; Secretary-Treasurer, C. M. Baker, 309 Broadway, New York.

FLAVORING EXTRACT MFRS.' ASSN.—President, Gordon M. Day, Milwaukee, Wis.; Secretary, W. W. Laudenslager, 2228 North 10th street, Philadelphia, Pa.

NATIONAL PAPER BOX MANUFACTURERS' ASSOCIATION.—President, H. O. Alderman, Rochester, N. Y.

PERFUME IMPORTERS' ASSOCIATION.—President, B. E. Levy, 714 Fifth avenue, New York; Secretary, B. M. Douglas, Jr., 35 West 34th street, New York.

NATIONAL MANUFACTURERS OF SODA WATER FLAVORS.—President, Harry Whittle, 176 West York street, Philadelphia; Secretary and Attorney, Thos. J. Hickey, 1238 First National Bank Building, Chicago.

BARBERS' SUPPLY DEALERS' ASSOCIATION.—President, Z. C. Shaw, Wichita, Kansas; Secretary, Joseph Byrne, 116 West 39th street, New York.

PERFUMERY, SOAP AND EXTRACT ASSOCIATION OF CHICAGO.—President, E. J. Voss; Secretary, W. L. Filmer, Monsanto Chemical Works, Chicago.

PERFUMERY, SOAP AND ALLIED INDUSTRIES OF NEW YORK.—President, Edwin Sefton; Secretary, Joseph Byrne, 1400 Broadway, New York.

DRUACHEM CLUB.—President, George P. Huisking; Secretary, James W. Bevans, 116 Fulton street, New York City.

SALESMEN'S ASSOCIATION OF AMERICAN CHEMICAL INDUSTRY.—President, Burton T. Bush; Secretary, Williams Haynes, 3 Park place, New York. New York Chapter: Chairman, Ralph E. Dorland; Secretary, George Short.

AMERICAN BRUSH MANUFACTURERS' ASSOCIATION.—President, William Cordes, Florence Mfg. Co., Florence, Mass.; Advisory Secretary, James Fernley; Secretary, George A. Fernley, 505 Arch street, Philadelphia, Pa.

ASSOCIATION OF OFFICIAL AGRICULTURAL CHEMISTS.—President, F. P. Veitch; Secretary, W. W. Skinner, Bureau of Chemistry, Washington, D. C.

INSECTICIDE AND DISINFECTANT MANUFACTURERS' ASSOCIATION.—President, M. M. Marcuse; Secretary, C. C. Baird

## PROVES TOILET PREPARATIONS ARE NOT LUXURIES

By GILBERT COLGATE, President of Colgate & Co., New York, and American Manufacturers of Toilet Articles

(Mr. Colgate, in reply to a request from the New York "Commercial," has written this article, which contains much information that can be utilized in the newspapers in reply to attacks on toilet preparations. It is written in a vein that would cause many editors to republish it if requested to do so and our readers should endeavor to benefit the industry by seeking to have it reprinted in their home town and other journals. When Mr. Colgate was asked to write about the toilet article industry, its importance to the country and how it has served commerce, he said: "I cannot write an article that will pretend to be comprehensive, but possibly, I can help your readers to understand the reason for the great growth of the industry in the past few years."—Ed.)



GILBERT COLGATE

During the war, particularly, manufacturers of some articles learned for the first time that their products were classified as luxuries. There is no doubt that certain so-called toilet preparations or cosmetics should be so classified. It was to be expected that perfumes and face powders would be taxed under that head, but it was indeed a surprise to some members of the American Manufacturers of Toilet Articles that such products as dentifrices and toilet soaps were frequently listed as luxuries.

Just what is a luxury? The old proverb says that one man's meat is another man's poison. It might be paraphrased that one man's luxury is another man's need.

As I write I see before me some of the advertisements of our own House of Colgate, which purport to show photographic representations of men of the early '80's who wore bushy beards, Van Dykes, Burnsides, and other forms of whiskers. Today, the American man is clean-shaven and it would be a rare man indeed who would call his morning shave a luxury instead of a necessity; even though he may luxuriate in the comfortable shave that modern shaving soaps make possible.

Again, who would say that a dentifrice is not an actual need. We, of the middle generation, did not have the advantage of the expert dental care which is available to the poorest today—available at splendid free clinics if any one cannot pay for such service. Nor did we have dentifrice which would serve as an ally to the dentist to keep the mouth and teeth in good condition when the dentist had once made them so.

Today, there are many kinds of dental pastes, powders and creams. Almost any one of them can be used with safety and a fair assumption that they will keep the teeth clean and the mouth refreshed and wholesome. The physicians and surgeons of today frequently trace serious illness to trouble with the teeth—as with tonsils. In fact, noted experts agree with Dr. Osler, in his statement that in "Oral Hygiene—the hygiene of the mouth—there is not one single thing more important to the public in the whole range of hygiene."

Consider toilet soaps. Is cleanliness a luxury? The bath, with the modern cleanser, soap, certainly makes us feel like kings and queens. After a hot day or after tennis, golf, or work in the fields or in the office, there is nothing more

refreshing than to have a shower or tub or ocean, but certainly the soap which makes the bath effective as well as refreshing is not a luxury. It is a real necessity.

In his book "Cannibal Land," Mr. Johnson tells of savages covered with age-old layers of dirt. The men may bathe, but the women are not even privileged to do so. Soap is unknown and water is little used—at least for any washing purposes. In such lands, life is short and not too sweet.

Three such examples as the above of the necessity of the products made by member companies of the American Manufacturers of Toilet Articles will indicate that the necessities of life are quite likely to be at the same time life's

luxuries. Soaps for toilet and bath and for shaving, and dentifrices for the care of the teeth have increased our ability to live right and live long. Other toilet preparations such as face powders and perfumes, nail preparations and cold creams, brilliantine and toilet water—all have their place in life and like other pleasures, rightly used in moderation, contribute to the happiness of those who use them. So much for the consumer or public service side.

May I be permitted to mention briefly the influence that such products have had on general commerce? First, the manufacturers of toilet preparations frequently have in their employment high-grade help, men and women who earn good pay, living as they work, under right conditions, and, in part, by the very nature of their labor, they learn to enjoy the luxuries as well as the necessities of life and spend their incomes to promote the better living of their families. Thus they make it possible for their children to have what they lacked—better cleanliness, better teeth, clear, better skins, an interest in the out of doors and in right eating. Most wise, far-seeing manufacturers of toilet preparations wisely state in their advertising that the first requisite of good health is right eating, plenty of sleep and exercise.

The negative is sometimes a strong way to present the positive. Imagine then your helper, your clerk, your secretary or your housemaid coming to work tomorrow morning, the men unshaven and with dirty teeth or a housemaid proceeding to serve your breakfast with patently soiled hands or ill-kept finger nails. Would your office work be as enjoyable, would your organization in business be as self-respecting, or would you, Mrs. Housekeeper, enjoy even a delicious breakfast served by a housemaid who has not learned the fundamentals of personal hygiene?

It must be clearly apparent that the first law of self-respect is cleanliness. From cleanliness good can proceed and from dirt and filth in mind or body can come only badness.

Soap in all its forms is indeed the needed civilizer.

### From a Subscriber in Italy

(From Fratelli Jung, Palermo, Italy.)

Enclosed we beg to hand you our check for \$3 in settlement of our subscription to your most valuable and interesting journal for the twelve months ending April, 1923.

## PERFUME TRIUMPHS OVER KING NEPTUNE AT BEAUTY SHOW

What looked like a rout for Perfumery and Cosmetics at the Beauty Carnival at Atlantic City early this month turned out to be more or less of a triumph for these necessary adjuncts of the feminine health and comfort.

Hudson Maxim, the famous powder inventor, crowned as King Neptune, issued an anti-odor edict, which spread consternation among the thousands of beauties who sought the seashore resort to view the selection of the Most Beautiful Girl from among the representatives of fifty-seven cities. Miss Columbus, who won rank as Queen of Beauty, does not use cosmetics, it is true, but she is only 15 and still is in her educational stage of life, so that phase is of little moment. Outside of the Royal Court perfume and cosmetics were in evidence everywhere in the crowd of 250,000.

King Neptune's ban on sweet odors was purely personal, it turned out, and not at all an attack on them. It all started when Mr. Maxim learned that Miss America, as Queen of Beauty, would have her attractions accentuated by flowers that would adorn the throne upon which he would also sit as King Neptune. So he wrote:

"I shall esteem it a favor above all other favors and considerations if Miss America will refrain from wearing perfume of any kind on that occasion and if you will see to it that the florist does not put into the collection of flowers any tube roses or other flowers having a burden of perfumes."

Then the nineteen seashore beauties who formed King Neptune's court, consented at a "war council" not only to forego perfumes in their make-ups but to act as an anti-scent guard about him throughout the festivities to ward off the unwelcome odors. In this they met with some success, but the bright sun and the briny breezes occasionally caused the King to sneeze. Sneezes meant that sweet scents were in the air, but the King is quite sure no perfume was wafted through the barricade of bathing beauties. So outside of this small coterie perfumes and cosmetics reigned, for the ban had called fresh attention to them and the demand in the drugstores eclipsed all records.

It is only fair to Mr. Maxim to give his explanation of what seemed at first to be a fanatical fad, but which merely is an obsession quite natural in a distinguished inventor, now over 80 years old, as will be seen by what he says:

"For many years, while experimenting with smokeless powders and other explosive materials I was obliged to work in an atmosphere charged with vapors of acetone, acetate of amyl, benzol and other volatile solvents of gun cotton. So offensive have perfumes become to me that when I give a reception at my house I send all the guests a printed slip requesting them to refrain from wearing any perfume."

### WATCH YOUR GONADS! BAD ONES HARMFUL!

Perhaps, after all, the crusaders against cosmetics are only under the baneful influence of bad gonads! These gonads, when they get on a rampage, often injure their own possessors, as well as other persons who may feel the effects of their vengeful outpourings of wrath. Bad gonads may even be to blame for some of the fanatical prohibition red tape which has hampered cosmetic, perfume and flavoring extract manufacturers, as well as the whole chemical industry; but let us forget these annoyances for the moment and find out how we all may benefit individually by a recent scientific discovery.

A warning against bad acting gonads was sounded by

Dr. Maximilian Kern before the American Institute of Homeopathy in Chicago recently. Gonads which misbehave may drive a person into a life of crime, destroy his health or make him an uncongenial companion, Dr. Kern explained.

Gonads? They belong to that mysterious order of glands which are said to control the character, mentality and individuality of members of the human race, and are themselves affected by bad temper, worry and exhaustion, according to Dr. Kern.

"Don't lose your temper; avoid worry and exhaustion lest your gonads misbehave," was his warning. "They dominate the emotions and personality and influence persons to commit crime and exercise an altogether important rôle in the regulation of the human body. It is not surprising that this particular organ should play such an important rôle in struggling endocrinology when we stop to think that they have been made use of either in administration of the extracts or tampering of the gland to rejuvenate people."

### COSMETIC EXHIBITS NOT BARRED

The Public Health Exhibition, to be held in the Twenty-third Regiment Armory, Brooklyn, October 7 to 14, will be open to manufacturers and dealers in perfumes, toilet articles and other sanitary and health necessities. An interview in the daily papers with Miss Marjorie Martin, executive director of the exhibition, gave an entirely contrary impression, which Miss Martin corrects in the following note:

371 Fulton Street, Brooklyn, N. Y., Sept. 7, 1922.

Editor *American Perfumer & Essential Oil Review*:

Will you permit me the courtesy of space in the columns of *THE AMERICAN PERFUMER* to rectify an incorrect impression given by an article in the *New York Herald* of August 25?

My opposition to cosmetics was directed not to the articles themselves, but to the abuse of them.

Aesthetic aids to health are quite as valuable as any others and the space on the exhibit floor is most certainly open to firms carrying such goods who desire to prove thereon, their connection with health.

Very truly yours,

MARJORIE MARTIN,

Executive Director, Public Health Exhibition.

### Japanese Market for Scents and Soaps

Commercial Attaché Abbott at Tokio reports that there is a good market in Japan for soaps, perfumery and toilet preparations. Most of the leading American and European brands are well represented in the trade. American soaps and talcum powders, but French perfumes, are in greatest demand. In general, the Japanese seem to prefer rather strongly perfumed soaps and toilet preparations. A large portion of the domestic supply, especially very cheap soaps, is manufactured locally although most of the raw materials are imported.

### Metal Tubes for Cosmetics

A Beythien of Dresden, in an article in *Z. Nahr. Genussm.* 43, 47-55 (1922), has studied the corrosive action of various pastes and cosmetics on metal tubes. Quantities of lead ranging from a trace to 0.0022% were imparted to pastes by tinned lead tubes. In the same pastes the tin content varied from 0.0028 to 0.1160%. Tin was most readily dissolved by alkali pastes. The subject is discussed from a regulatory viewpoint.

## SEPTEMBER REPORT ON GRASSE FLOWER PRODUCTS

*From Our Own Correspondent*

### Orange

GRASSE, Sept. 2.—Neroli is the same price and the demand without being very great remains almost normal.

Orange flower water is selling very readily and there will certainly be no stock left by the next distillation.

The oil of petitgrain has been very much in demand lately by the northern countries of Europe. The present price is very interesting as stocks of this oil will certainly run short on this market in a few months because the relatively poor production cannot be sufficient to meet the demand.

The Co-operative Associations of the Producers of Orange Flowers, combined, have refused to accept the price that the Perfumers' Syndicate proposed to them because the last crop was much larger than anticipated in the month of April, when a very high price was fixed. The Grasse perfumers, desiring to remunerate the flower producers suitably but not too highly, estimate that as the orange flower crop is larger than the Co-operative Associations previously indicated, the price of the flowers should be lowered one franc per kilogram. The growers have refused this decrease, so that the perfumers have decided to wait for the Co-operative Association of Vallauris to distribute the profits realized on the Neroli distilled in the factories of the Co-operative Association, profits which will not reach the price that the growers would get from flowers sold in the open market.

### Roses

The price level of the products of the rose is so advantageous this year that consumers are buying without hesitation the merchandise which they require.

Some have been buying on speculation as the present market prices are considered the very lowest at which the cultivation of roses can yield any profit. Many growers have torn up the rose bushes in order to replace them by other more remunerative plants.

The stocks are really very low and if a business revival occurred, no matter how small a one, rose products would be scarce on the market.

### Jasmine

The gathering of jasmine was begun about twenty days ago. The lack of rain will make the crop inferior to the July forecasts and it suffers this year from great difficulties on account of the manual labor needed for picking the flowers. The pickers demand a very high price which is as much as a quarter of the selling price of the flowers, although in normal times the cost of picking is not more than an eighth.

As the work of the picker is very hard, even more so this year on account of the great heat prevailing in the region, the women who do this work prefer other more remunerative labor. The growers are obliged to offer very high pay in order to insure the necessary personnel, while some of the less generous prefer to lose the flowers. The cultivation of jasmine is certainly in peril if in a few years from now the price of the flowers does not reach higher levels. Taking into consideration the normal rate of increase that must be applied to all the market prices of before the war, the present price paid for jasmine flowers is less than double the standard prices of that period; so, as everything has tripled we may say that the cultivation will no longer be possible if the selling price of the product does not correspond to the increase that the growers are required to meet both for enriching the soil and for manual labor.

The present prices of all jasmine products are interesting because, unless we see the possibility of being able to culti-

vate and manufacture the products of the jasmine flower under better conditions, this might mean the complete disappearance of this cultivation.

### Tuberose

The harvest began a month ago. Tuberose products are much sought after because the stocks are small and the cultivation is still rare. Growers have less difficulty in gathering these flowers than in the case of jasmine, because their manipulation is much easier, quicker and can wait a few days if necessary, while jasmine flowers must be picked the very day of their blossoming.

Products of the tuberose are sold very readily, a slight decrease is shown since last year, but it is of little importance because there is never any stock left over on the market until the new crops.

### Geraniums

The high prices of the oil of African geranium and the noticeable increase which has occurred in the case of the Bourbon oil have made transactions difficult. We hope that a decrease will appear in the case of the Bourbon oil because the existing excessive prices are due only to high speculation by the exporters in the island of Réunion.

As for the Algerian oil, the weakness of the stocks that I noted in my last report will prevent the decrease and, even if buyers keep away, the Algerian distillers can wait until next year. Consumption will certainly be lessened, but the quantities indispensable to consumers will easily permit the sale of the small stocks found in the country of origin.

The oil of geranium of Grasse will not be distilled until toward the end of September. There will not be great quantities of the oil because the growers have torn up the plants in recent years on account of poor sales.

### Mint

The rise of the English pound and that of the American oil of peppermint has caused an observable increase in the Grasse oil and in that of Japan.

This rise of the American mint has caused a panic on all the markets and the stocks of foreign mint available in France or in England have been bought up and taken off the market.

### Rosemary and Thyme

Nothing of interest to note in the case of these two oils. The market prices are kept up and the demand is practically normal.

Only the oil of thyme rich in thymol is sought after for the manufacture of thymol and is rather expensive.

### Oil of Lavender

The new harvest was begun twenty days ago. Up to the present the distillers have had some difficulty in gathering the herb. As the crops have been very backward in the Alps the whole native population wished to finish these tasks before beginning the gathering of the plants.

High prices have had to be paid in order to obtain help, and as the raw material was rare, the buyers snatched up the flowers on the rise. The prices will therefore be almost the same as those of last year, unless the dealers specializing in lavender oil make a voluntary increase. The perfumers of Grasse must fight effectively against these competitors who generally give the signal for the rise as soon as their needs are covered under good conditions. While the dealers of Grasse refrain from buying at the moment of distillation in order not to cause stupid increases, certain dealers living in the centers of production buy in advance and once covered, pay exaggeratedly high prices for small amounts which, however, cause the increase at the moment when perfumers cannot wait any longer and are forced to buy the quantities needed to supplement the distillations from their own plants.

The Co-operative Associations of Producers which have been established for some years preach the increase like all the rest of the co-operative associations, while the trades-

man who understands the necessity of a reasonable decrease is handicapped most of the time by the producing agencies which are organized now and against which it is very hard to fight unless in the case of a superabundant crop.

#### Lavender (Aspic)

Because the market price of this oil is practically stable there is nothing very interesting to note about it.

#### Summary

The end of vacation time is approaching, the months of July and August have always been very quiet months for business, even in normal times. Nevertheless a revival of business is expected at the beginning of October, because requests for quotations arrive daily at the factories.

Except for orange products there is no decrease to be expected for the products made exclusively of local flowers, for the reasons that I have set forth above.

It is to be hoped that international exchange will be improved in order to revive business.

#### BULGARIA'S OTTO OF ROSE INDUSTRY

While authoritative advices indicate that the Bulgarian otto of rose industry is reviving slowly but surely from the effects of the world war, the crop harvested this season being 20 per cent better than last year, there seems to be a determined effort to write the industry out of business with old statistics and damaging reports. The latest is this quotation in a recent issue of *Commerce Reports*:

"According to a recent article in the *Echo de Bulgarie*, the attar of roses industry appears to be on the down grade since the war. In the year 1913, 19,525 acres were planted, and in 1915, 21,625 acres, while in 1920 only 12,676 acres were under cultivation. The output increased from 6,854 pounds in 1913 to 7,430 pounds in 1915 and then decreased to 1,984 pounds in 1920. Exports have fluctuated. They totaled 6,499 pounds in 1913, 11,953 pounds in 1915, 3,545 pounds in 1919, and 7,756 pounds in 1920. It is probable that the increased exports in 1920 were made possible because of the stocks remaining on hand, as there were no exports in 1918 and the output in 1919 was small—only 2,487 pounds."

The Bulgarian rose industry was hit hard by the world war, but why should anybody knock it further? In the above item, printed since the 1922 crop was ascertainable, the latest figures are two years old and an explanation of the 1920 exports is given on the idea that the quantity was in excess of production.

In this connection it is interesting to note that the Hungarian Office for the Cultivation of Industrial Plants has begun to arrange for plantations of Bulgarian roses on a large scale with a view to the manufacture of rose oil in Hungary. Negotiations have been made to buy large quantities of rose bushes in Bulgaria for distribution among cultivators in suitable parts of Hungary.

#### GIRL DETECTS COLORS BY SMELL

Members of the Chicago Medical Society are marveling over accomplishments exhibited recently by Willeta Huggins, 17. Though blind and deaf, she can distinguish colors by smell with rapidity and by feeling read newspaper headlines, talk over the telephone, enjoy music, and carry on a conversation. She demonstrated that she could hear a concert by holding a sheet of paper in the air. She tells the denomination of a banknote by feeling the number.

She distinguishes figures in newspaper pictures by smelling the amount of ink on different parts of the picture. She "saw" one picture with four women, and picked out a woman with gray hair accurately. Blue is Miss Huggins' favorite color, although it does not have as pleasant a smell as some other colors.

"Green smells like glass," she explained, although she didn't say just what glass smells like. "Blue smells like ink; pink like wool; black smells like a newspaper office and white really has no smell."

Willeta, who is well built and attractive, has bobbed hair.

#### CASSIA OIL IMPORT RULES REVISED

The Bureau of Chemistry, United States Department of Agriculture, has rescinded a rule in relation to the entry of oil of cassia which threatened hardships and discrimination to essential oil dealers and to soap makers using the product. It was proposed to limit the sales by importers to two purchasers, although afterward this was extended to three or four purchasers. The effect would have been to shut out the smaller consumers of the oil, unless the dealers became clogged with stocks. The facts in the case were presented to the Bureau as part of the service given to our readers by THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW, and as a result the condition of limitation has been canceled.

Some account of the case is interesting as it may have a bearing on future controversies of this kind. Oil of cassia technical is much used by soap manufacturers. It comes from the interior of China packed in original cases containing lead cans. The cinnamic aldehyde content of the oil is 75 to 80 per cent, and frequently contains rosin added by the Chinese to increase its weight, as well as lead absorbed from the containers. Oil not sold to soap makers is reconditioned by the importers into Leadfree and Rectified U.S.P. oil of cassia.

The Bureau of Chemistry instituted a campaign against the food and drug usage of leadfree and technical oils, to which no objection was offered, but the rules proved irksome. An importing firm, desiring to withdraw part of a consignment to be made into the U.S.P. grade and part to be sold to customers for perfuming soaps, received this notice in part from the New York Food and Drug Inspection Station:

"We wish to point out that the amount disposed of for technical purposes must be used by but one or two concerns."

Remonstrance was made that the limitation of customers would constitute discrimination against small consumers who could purchase only a case or two of Cassia Oil at a time and who would have to buy the much higher priced Rectified U.S.P. Oil, whereas the larger manufacturers could continue to utilize the lower priced Technical Oil, being financially able to buy the same in larger quantities. This resulted in a modification extending the number of purchasers to not more than three or four. It still meant that the small consumers would have great difficulty in procuring their supplies upon terms of equality with the larger manufacturers.

Suggestions were made by the Bureau that the oil might be denatured by adding other perfumes, "or coloring matter," the latter of course being out of the question for oil to be used in perfuming white soaps. The matter was gone into extensively with a view to preventing the diversion of the technical brand into food and drug channels. The final conclusion was that the limitation of purchasers under the required guarantees should be abandoned. Otherwise the importations will continue under the operation of Regulation 30, of the new Federal Food and Drug Rules.

#### PRODUCTION OF ABYSSINIAN CIVET

The civet market of Aden has experienced a most encouraging boom, reports Consul Cecil M. P. Cross, Aden, Arabia. The demand has increased and the available supply is larger than it has been for a number of years. No decline in price has taken place. While the yield from captive cats in the vicinity of Shankalla and Malaga has not increased, satisfactory results have been obtained from the hunting of wild civet cats.

The bulk of the civet shipments is sent directly from Djibouti, those from Aden usually going in small lots by parcel post. One shipment of 1,107 ounces, valued at \$1,681, was made recently to the United States, as compared with 664 ounces, valued at \$720, during the same period last year. These figures do not include the smaller parcel-post shipments.



# Flavoring Extract Section

## OFFICIAL REPORT OF FLAVORING EXTRACT MANUFACTURERS' ASSOCIATION

The Executive Board of the Flavoring Extract Manufacturers' Association of the United States met in special session at the Astor Hotel, New York City, on September 22, with Gordon M. Day, the president, in the chair. The following members also were in attendance: Richard M. Bond, first vice president; F. S. Rogers, second vice president; W. W. Laudenslager, secretary; and the following executive committeemen: J. T. Burnett, R. E. Heekin, F. S. Muchmore and D. T. Gunning.

Cincinnati was selected for holding the 1923 convention at a date early in June to be fixed later.

Mr. Gunning reported that a Chicago Section of the association had been formed. It meets for luncheon at the Elks' Club on the first and third Tuesdays of each month. The first meeting, held on September 12, was attended by most of the nineteen Chicago members.

President Day and all of his associates in the official roster of the Association have been actively occupied during the month in looking out for the interests of the association and its members. Richard H. Bond, chairman of the Legislative Committee, has been especially busy with conferences at Washington, having led the fight against Prohibition Mimeograph 282, which was repealed, in a most valiant style. The attempt at an obnoxious imposition on legitimate users of alcohol was printed in full on page 245 of our August issue and needs no further attention than to record its death and mention of Mr. Bond's strenuous work in killing it.

Circular No. 135, issued by President Day and Executive Secretary Hickey since our last report, besides reprinting Prohibition Mimeograph 282, gives valuable information regarding the preparation of the substitute for the rescinded Treasury Decision 3,335 in relation to the double bonding of users of non-beverage alcohol, together with other objectionable features. The draft of the substitute, as obtained by Mr. Bond, who led the protest fight against the original decision, is considered unsatisfactory and the circular continues:

"This re-draft does not require an increase in the amount of the bond of the permittee, but does, however, still carry the provision for a forfeiture of 25 per cent of the amount of the bond as liquidated damages in the event of a violation by the permittee of the law of regulations.

"We are trying to secure another hearing at Washington to protest against this 25 per cent forfeiture feature. Mr. Bond is working very hard on the matter and believes that if we fail to get relief from the Commissioner of Internal Revenue, the fight should be carried to the Secretary of the Treasury, and, if necessary, to the President of the United States."

### FORMULA NOT NECESSARY FOR RENEWAL OF PERMIT

The circular quotes a letter received from Acting Prohibition Commissioner James E. Jones, under date of August 18, 1922, by Thomas J. Hickey, attorney and executive secretary of the association, as follows:

"Referring to your letter of the 12th instant in which you request to be advised as to whether or not it is necessary to refile a complete list of preparations and the formula for each in making application for a renewal of permit, you are advised that it is necessary in making a renewal application to list on the supplemental accompanying same the names and alcoholic contents of all preparations listed.

"It is not necessary to submit duplicate formulæ for preparations which have been previously approved if no change has been made therein; however, if new preparations are added to the original list or any change made in the formulæ of the preparations listed previously, it is necessary to identify the new products by new or revised formulæ.

JAMES E. JONES,  
*Acting Prohibition Commissioner.*

"Application for renewal of permits must be filed on or before November 1 of each year."

### CHAIRMAN BOND TELLS MEMBERS OF VICTORY

Chairman Bond kept the members posted about the fights going on at Washington in frequent communications, telling of his conferences with the revenue authorities and the success achieved by his associates and himself. On September 7 he announced the death of 282. Previously relating to be cancelled T. D. 3,335 he wrote:

"You have been kept advised of the fight that has been made against this most obnoxious measure. It has been a hard one.

"This Decision was unfair and unjust, and would have placed heavy burdens upon users of non-beverage alcohol.

"We first succeeded in getting its effective date postponed until September 1, 1922, and have now succeeded, as stated, in getting it annulled, but it is probable that we are not through with some of its provisions yet, because there is an intimation that other amendments are going to be made to Regulations 60, and that some of them will deal with permit bonds."

More information on this subject will be found in our Washington correspondence on page 298.

### NEW MEMBERSHIP LIST AND OFFICIAL MINUTES

In Circular 134 President Day recorded the success of the thirteenth annual convention at Atlantic City, July 12, 13 and 14, a full report of which was given in our July number. The circular enclosed a neat Membership List, giving the new officers, revised to August 15.

The official minutes of the Atlantic City convention have gone to the printer and copies should be available for distribution at an early date.

Announcement of the death of Frank A. Ross, long treasurer of the association, will be found on page 319.

### SODA WATER FLAVORS MANUFACTURERS

Harry Whittle, of Philadelphia, president, and Thomas J. Hickey, of Chicago, secretary and attorney, together with the legislative committee of the National Association of Manufacturers of Soda Water Flavors, have kept up their activities during the last month in looking out for the interests of the association and of members. Secretary Hickey has collected information about the bills introduced in the legislatures and other subjects, and has transmitted the same to the members with recommendations for their action. Mr. Hickey has issued a special circular to the members on Prohibition Mimeograph 282, the proposed substitute for T. D. 3,335 and the renewal of permits. This information is covered in the Official Report of the Flavoring Extract Manufacturers' Association, printed herewith, and in our Washington correspondence on page 298.

### Harassing St. Louis Extract Makers

Prohibition officials in St. Louis have been looking into the flavoring extract situation. A revocation petition directed against the Meyer Bros. Drug Co. was one of the cases. The charge was that a small quantity of artificial flavoring extract manufactured by the company had slightly more than the legal percentage of alcohol. Carl F. G. Meyer, president of the firm, testified that of the 50,000 or 60,000 gallons of alcohol used by the company in a year only twenty-one gallons were used in these extracts. Mr. Meyer said that the company failed to receive a bulletin issued by the Department of Internal Revenue ordering a change in the percentage of alcohol.

Phoenix Flavoring Extract Co. was cited to explain why its books recorded sales of extracts containing an alleged large percentage of alcohol to firms which have denied receiving the extracts. Officers of the company insisted that the sales were legitimate, explaining that drivers for the companies in question would call for the extracts and pay cash. The officers of the firm promised to try to produce some of the drivers at a later hearing.

### Malted Milk Registration Cancelled

The Commissioner of Patents at Washington, in a recent decision, decreed that the registration for Malted Milk, obtained thirty years ago by the Horlick Company is now invalid, despite its renewal in 1917. The registration was attacked by the Borden Company on the ground that a disclaimer had been improperly entered after registration. The decision can be appealed.

### Vanilla Production in Vera Cruz

Herewith is from the *Mexican Trade News*, of September 5, published by the Mexican Chamber of Commerce of the United States: "The production of vanilla in the State of Vera Cruz for this year will reach 200,000 pounds against 80,000 obtained last year. The regions where most of the vanilla is cultivated are Papantla in the State of Vera Cruz and the Eastern part of the State of Puebla."

### Swiss Patent for Vanillin

Swiss patent No. 89,053, assigned to L. Givaudan & Cie., is concerned with a process of manufacturing vanillin from acetylisoegenol by oxidation in the presence of aromatic amino carboxylic acids. Vanillin is obtained from the oxidation product by saponification.

### Information in Other Departments.

Readers of the FLAVORING EXTRACT SECTION are advised that items of interest to them may be found in our Trade Notes pages, as well as in Patents and Trade Marks, and other departments of THE AMERICAN PERFUMER.

## PURE FOOD AND DRUG NOTES

In this section will be found all matters of interest contained in FEDERAL AND STATE official reports, etc., relating to perfumes, toilet preparations, flavoring extracts, soaps, etc.

### FEDERAL.

#### Notices of Judgment Given Under Pure Food and Drugs Act by the Secretary of Agriculture.

Among the Notices of Judgment given under the Federal Food and Drugs Act, Nos. 10,251 to 10,350 inclusive, sent out recently by the Bureau of Chemistry, Washington, D. C., the following are of interest to our readers:

10,259. Adulteration and misbranding of extracts of orange, lemon, strawberry, and raspberry. U. S. v. Extract of Orange, et al. Default decree of condemnation, forfeiture and destruction. Products contained substitutes and were mixed and colored to conceal the damage or inferiority.

10,271. Misbranding of lemon extract. Plea of guilty. Fine, \$100. Labeled to contain 90 per cent alcohol, but analysis showed only 77.1 per cent.

10,277. Adulteration and misbranding of extract of lemon. U. S. v. 40 Bottles of Extract of Lemon. Default decree of condemnation, forfeiture and destruction. Contained little if any lemon oil and was artificially colored.

10,342. Adulteration and misbranding of vanilla and tonka. U. S. v. —. Plea of guilty. Fine, \$50 and costs. Analysis of a sample by the Bureau of Chemistry showed it consisted of a weak hydro-alcoholic solution of vanillin, coumarin and sugar, colored with caramel. The net contents and the amount of alcohol were incorrectly stated on the label.

10,346. Adulteration and misbranding of flavor of lemon and flavor of vanilla. U. S. v. —. Plea of guilty. Fine, \$20 and costs. Analyses by the Bureau of Chemistry showed that the flavor of lemon was a dilute lemon extract strongly colored with turmeric and that the flavor of vanilla was a dilute vanilla extract fortified with vanillin and artificially colored. Misbranding was alleged for the use of the statement "Reliable Flavor of Lemon," "Purity, Strength, Delicacy of Flavor," "Extract of Lemon," and "Flavor of Vanilla, Purity, Strength, Delicacy of Flavor," "Extract Vanilla," and "Pure Extract Vanilla," on the labels.

Four olive oil judgments were reported, the seized products being condemned and forfeited.

An index has been issued of Notices of Judgment from 1 to 10,000, giving names of the defendants classified under a list of products.

### Federal Regulations Completely Revised

Circular 21, Eighth Revision, of the Rules and Regulations for the Enforcement of the Federal Food and Drugs Act of June 30, 1906, as approved by the Secretaries of the Treasury, Agriculture and Commerce, has just become available. It was officially issued August 7, 1922, and is the first complete revision since 1913. Some of the original regulations have been dropped, others have been changed and new rules are added. Formerly there were 40 regulations; now there are only 31. Of those that have been retained the numerical order has been changed. A table is furnished showing the numerical changes where old rules are not eliminated. Firms and persons interested should get copies of the new revision.

### STATE Connecticut

Dr. E. M. Bailey, chemist of the Connecticut Agricultural Experiment Station, has issued the twenty-sixth report on food products. It shows that since the last report 2,316 samples of foods and drugs were examined, of which 504 were found to be adulterated, below standard, or otherwise illegal. There were no flavoring extract cases.



Maurice Levy, manufacturer of Hygienol powder puffs, with factories at New Rochelle and with offices in the Hygienol building, 120 West 41st street, New York City, returned August 19 on the *Paris* from a two months' trip abroad. While abroad he visited Grasse and Cannes. Mr. Levy had an excellent opportunity to observe business conditions in the trade abroad and he reports that French perfumers are preparing to announce increased prices for their products.

His father, Mr. Felix Levy, who is associated with the business in New York, was nominated as Chevalier in the Legion of Honor on July 14 and the award of the ribbon and certificate will shortly be made by the French Consul in New York.

Kenneth C. Allen of Stafford Allen & Sons, London, England, arrived in the United States September 2 on the *Mauretania* and prior to his departure for an extended tour through the orient, visited Ungerer & Co., New York City, American agents for the company. He left September 13 for the Pacific coast en route for China, Japan and India where he will spend the next six months visiting the firm's agencies in the Far East. Mr. Allen reports that the plants of his company have been enlarged and the manufacture of anethol, citrol, eugenol, isoeugenol, benzol and methyl isoeugenol and also oils of olibanum and cascarilla have been undertaken.



KENNETH C. ALLEN

F. H. Ungerer, vice-president of Ungerer & Co., essential oils, New York City, has returned from Lake Wentworth, N. H., where he spent the month of August with Mrs. Ungerer and their daughter. The trip to Lake Wentworth was made by automobile and in addition to touring the neighboring country, Mr. Ungerer spent considerable time on the golf links and fishing. He expects to make a trip to the middle west early in October.

Wheeling Stamping Co., Wheeling, W. Va., have purchased the tube and cap presses of the Universal Collapsible Tube Co., Newark, N. J. Mr. George K. Diller, manager of the Eastern branch, 90 West Broadway, New York, visited the Wheeling plant recently and reports an encouraging increase in the volume of business.

How H. W. Eddy, the bond man, of St. Louis, watches the interests of his clients is well illustrated in his prompt action recently to minimize the hardships of Mimeograph 282, before the united protests of the trade forced the repeal of that drastic prohibition measure. He made arrangements for the printing of the five sets of blanks that would have been required at an expense of \$4.35 per set of five books, which ordinarily would have cost from \$10 to \$15 per set. Had the objectionable order not been canceled Mr. Eddy was in a position to save \$200,000 to the 20,000 permittees affected. This, of course, was in line with Mr. Eddy's policy of service to his clientele. Should any further books or blanks, not furnished by the Government, be required, Mr. Eddy announces that he will take similar steps to supply the blanks to his patrons at pro rata cost price.

Friends of C. Leith Speiden, of Innis, Speiden & Co., 46 Cliff street, New York, will be glad to know of the announcement of his engagement to Miss Louise Hyde Valentine, daughter of Mr. and Mrs. Charles Abernathy Valentine, of Chapaqua, New York. Miss Valentine was graduated from Vassar College in 1920. Mr. Speiden is the son of Mr. and Mrs. Clement C. Speiden, of Summit, New Jersey. He was graduated from Cornell University in 1915. During his junior year, in college, he won the intercollegiate mile championship and was active in other athletic and social affairs of the university. He was president of his class in the senior year.



C. LEITH SPEIDEN

Following his graduation from college he served in the Essex Troop on the Mexican border and during the world war he won his commission as captain and was attached to headquarters of the Third Division in France, where he served for fifteen months. He saw service in the second battle of the Marne, Chateau Thierry, St. Mihiel and in the Argonne and after the Armistice in the German occupation forces.

Mr. Speiden returned recently from a three months' trip abroad, where he visited England, Belgium, Holland, Germany and France. The trip afforded him an excellent opportunity to judge financial and economic conditions. He was impressed with the improvement in business conditions in England and Belgium. France and Germany are still struggling with post-war problems. While in Berlin, Mr. Speiden met the American Ambassador. During his stay

in Germany he found its condition precarious with the majority of the people opposed to paying reparations, although responsible government officials are making attempts to do so. The political situation in Germany, he said, was unstable. In Holland he found many cases of impoverishment due to speculation in German marks. In Belgium reconstruction is going along very well. Taken as a whole, England, Belgium and Czecho-Slovakia are on the high road to recovery. Industrially, Germany is very active and there is comparatively little unemployment, particularly in the chemical industry. In the English chemical industries there is a notable improvement with a better general undertone due to increased trade with the colonies. Taking the situation as a whole, there is ground for optimism.

Clarence Morgan & Co., chemicals, essential oils, etc., have moved to 355 West Ontario street, Chicago, where they have combined their office and warehouse, a move which will greatly increase their facilities. The firm's August monthly price list contains quotations on the various products which are handled.

Dr. T. C. Wheaton, president of the T. C. Wheaton Co., bottle manufacturers, Millville, N. J., who celebrated his 70th birthday August 24, continues to direct the activities of the company, which he founded in 1888. While in recent years, Dr. Wheaton has spent the winters in more favorable climates, he has never lost touch with the active affairs of his company. Despite the fact that he has called to his aid in the management of the business very able assistants, Dr. Wheaton continues to act as captain of the ship and he is always consulted on matters of policy and very often on matters of detail. With Dr. Wheaton are associated his sons, Frank H. Wheaton, as treasurer, and T. C. Wheaton, Jr., as vice-president. William Horton is secretary and J. W. Krause is general manager, while Edward S. Hagerthey acts as New York representative. Dr. Wheaton, Mrs. Wheaton, and Miss Ada Wheaton, their daughter, live in Millville, N. J., where they take an active interest in social affairs.

W. A. Peters has been appointed sales manager of Schenck & Schlichte, paper boxes, Newark, N. J.

Industrial Aromatic Co. announces its removal from Newark, N. J., to 4020 Tenth avenue, New York City. M. J. de Sola Mendes is proprietor.

Dorothy Gray, Facial Aesthetics, 749 Fifth avenue, New York City, has opened a laboratory at 142 Fifty-ninth street, in charge of Michael J. Gregory, where a line of toilet preparations is to be manufactured.

Monsanto Chemical Works, of which W. L. Filmer is the Chicago representative, has moved its branch office in that city to 500 North Dearborn street. Phone: Dearborn 1852.

Trece Laboratories, 134th street and Willis avenue, New York City, have announced important changes in the personnel of the company to enable them to better keep pace with the growing demands for Trece products. V. E. Meadows, who is well known in the trade and who has had considerable experience in the field, has been appointed director of sales. Mr. Meadows is senior partner of the Meadows-Tower Co., manufacturers' representatives, Chicago, Ill. It is understood that his interests in this company will continue, although the active direction of the company will be in the hands of his associate. A. E. Mullen is in charge of manufacturing, and A. Gimonet, who has been appointed head of the laboratory division, has had wide experience in the manufacture of compacts and is enthusiastic about his new connection. L. Sasmor has been appointed purchasing agent, and W. C. Siebert, advertising manager, will bring to his task considerable successful merchandising experience.

Joseph O. De Lorme, the popular Chicago representative of the Orbis Products Trading Co., of New York, sprang a



JOS. O. DELORME

surprise on his numerous friends recently. Last month he came East on a trip, which he carefully announced was on business. On his return, however, it became known that despite his reputation as a confirmed bachelor, he has taken unto himself a fair life partner. The ceremony was performed in New York City on August 26, the bride being Miss Ann Maria Morrison, of Chicago. The happy couple are at home at 1668 Juneway Terrace. At the first autumn meeting of

the Chicago Perfumery, Soap & Extract Association, held on Wednesday, September 13, the association presented two remembrances and tokens of their esteem to the bridegroom. The first, which was a very useful article, was presented with a few appropriate words by the secretary, W. L. Filmer. The second, a very handsome box of flowers, was presented with a very fatherly talk by the president, Mr. E. J. Voss. The recipient was admonished to go home early and present the flowers to his wife. Mr. De Lorme was entirely taken by surprise and some say they saw traces of tears in his eyes as he thanked the members of the association for their thoughtfulness. Mr. De Lorme, while in New York, also arranged to represent A. Alexander, manufacturer of rouge machinery, in addition to his other commitments in Chicago.

George E. Fischer, of the sales staff of the Metal Package Corporation of New York, has been enjoying a vacation at White Sulphur Springs, Va. He spent much of his time at golf, making the course nearly in par.

Ira J. Morgenthal has been appointed advertising manager of the Liquid Carbonic Co., Chicago, manufacturer of soda fountains and bottlers' machinery. He has been in the general sales department of the company for several years.

Paul Poirer, the world famous designer of apparel for women, who manufactures at Courbevoie, France, a line of perfumes under the name of Rosine, in honor of his daughter, Rosine, arrived on the *France*, August 26, and sailed for home on the *Paris*, September 13, after spending a few weeks in the United States. M. Poirer spent considerable time with Maurice Levy, 120 W. 41st street, New York City, who handles the Rosine line of perfumes in the United States. M. Poirer maintains an art school; and his students decorate and design containers and bottles in which his perfumes are sold. The working hours of the factory are from 8 a. m. to 7 p. m. and luncheon and wine are served to all employees.

M. Poirer states that he is trying to work along new lines and employs novel aromatic products that give a new note to his perfumes.

H. O. Alderman, of Rochester, N. Y., recently elected president of the National Paper Box Manufacturers' Association, and whose genial countenance is herewith reproduced, together with an illustration of one of the factories



H. O. ALDERMAN

of the Alderman-Fairchild Co., is well known to many of our readers who have had business dealings with this progressive and enterprising firm.

The Alderman-Fairchild enterprise was started upwards of twenty-one years ago on a small scale by Mr. Alderman and Mr. Fairchild. In the beginning the floor space was less than 5,000 square feet, while now the growth of the business has forced an expansion to more than 150,000 square feet, distributed among three plants devoted exclusively to turning out the products of the firm. One secret of the success of the firm is its progressiveness. Always on the alert for new ideas and fresh styles, adopting the latest designs and methods in printing and other machinery, and in other ways keeping up to date, or a little ahead, is a policy that has won an enviable reputation in the paper box manufacturing trade.

Announcement is made of the change of name of the Guido Moebius Laboratories in Monterey, N. L., Mexico, to Las Fábricas Apolo, S. A., Successors de Guido Moebius. Señor Moebius, who founded the business in 1893, continues as president of the corporation. With him are associated Emilio Sachse, César Gaehd and Roberto Lilien-thal.

Leonard Howell, general manager of the Economic Machinery Co., Worcester, Mass., was a recent visitor to our offices. He reports that the foreign trade of his company is very good and that the factory is running full time. The domestic business has been picking up considerably, the East showing up unusually well with demand increasing in the South and West. Throughout manufacturing centers in New England, he said, there is a feeling of conservative confidence and he feels that the passage of the tariff bill will have a stabilizing influence on business in all quarters. Just prior to visiting the Exposition of Chemical Industries where his company exhibited its World Labeler and World Labeler Jr., Mr. Howell spent several weeks on a vacation tour automobiling in the vicinity of Cape Cod, Mass.

Six more injunctions have been secured by Coty, through his American agent, B. E. Levy, requiring companies which repack Coty products to conform to the label requirements laid down in the case of Coty v. Prestonettes. The injunctions have been secured against the American Excelsior Trading Co., the Macklin Importing Co., the Perfume Im-



MAIN PLANT OF THE ALDERMAN-FAIRCHILD COMPANY

porting Co., the Equity Specialties Co., Parfumettes, Inc., and Boutay, Inc. A complaint has been filed against the F. W. Woolworth Co. The foregoing injunctions follow the identical requirements of the Prestonettes and Ivory Novelties Trading Co. cases reported in the July and August issues of this journal. Judge Mack signed an order September 7 in the case of Coty v. Elvin Import Co., in which he followed the previous rulings of Judge Hand and Judge Knox. It should be noted that no injunction has been issued against selling the perfume or face powder of a foreign manufacturer. The only injunctions granted have applied to the form of the label. It is expected that the appeal in the case of Coty v. Prestonettes, Inc., will be heard by the Circuit Court of Appeals, October 2.

Franklin Booth, manager of the Inyo Talc Co., Los Angeles, Cal., was a recent visitor in New York City, where he came in connection with his company's exhibit under the auspices of the Talc and Soapstone Producers' Association of the United States at the National Exposition of Chemical Industries. While in New York he also attended a meeting of the directors of his company. He reports that the volume of business done by his company shows a substantial increase.

In line with our policy of giving our readers the very best available information on trade conditions, arrangements have been made by Dr. E. G. Thomssen, Editor of our SOAP SECTION, to add to his associates in the conduct of the department. The Market Reports are especially valuable and for a long time have included the expert opinions and diagnoses of Tobias T. Pergament, of T. T. Pergament & Co., on Tallow, and of W. A. Stopford, or S. L. Parsons, of Parsons & Petit, on Glycerin. Vegetable Oils will now be taken care of by A. H. Horner, of the C. B. Peters Co., Inc. Mr. Horner is thoroughly conversant with this subject and his views on market conditions in the vegetable oil industry will be read with interest and we trust much benefit to our clientele in this field.

One of the most interesting recent events in the wholesale drug trade was the celebration on September 12 of its seventieth anniversary by Meyer Brothers Drug Co., of St. Louis. Founded in 1852 by Christian F. G. Meyer it has had a progressive growth, and now under the presidency of his son, Carl F. G. Meyer, puts forth the claim to having the largest drug house in the world. All has not been plain sailing, for in 1915 the company encountered



CHRISTIAN F. G. MEYER,  
Founder of House



CARL F. G. MEYER,  
Company's Present Head

financial rocks, due to over expansion, that menaced it most seriously. It was then that Carl F. G. Meyer, who knew the business from shipping clerk up, became president and general manager. A receiver was appointed and Oscar L. Biebinger, Daniel N. Kirby and John F. Queeny became trustees of the firm's property. To them, to the creditors and to the loyal employees, as well as to President Meyer, praise is given for salvaging the business and now the last long time note has been paid, so the firm enters its new year not only clear of old obligations, but enjoying a vast trade and much prosperity. It is a notable feature of the celebration that the company does not omit mention of its severe financial trials, but gives high credit to all who helped to keep the big ship afloat and guide it into its present sea of successful service to the trade.

Carl F. G. Meyer, who has become a notable figure in the wholesale drug trade, although only 42 years old, was born in St. Louis and is the founder's youngest son. His education was partly acquired in the University of Michigan and the University of Paris. At 20 he entered the drug house in a subordinate capacity and served in all of the many departments, giving him the experience which formed the foundation for the exercise of his natural genius, energy and enthusiasm in serving later as head of the

enterprise. Mr. Meyer is married and has two children. He has been president of the St. Louis College of Pharmacy and active in the Chamber of Commerce and numerous other civic organizations.

Polak's Frutal Works, Inc., 221 W. 29th street, New York City, in the first of a series of new announcements which appears on page 47 of this issue, reproduces the cover of the attractive catalogue of Polak's Frutal Works, Amersfoort, Holland, for whom they are American representatives in the sale of essential oils, synthetics and aromatic chemicals. Herman Wessels, secretary and treasurer of the American company, is in charge of the New York office.

In its attractive advertisement on page 42 of this issue, the Dennison Manufacturing Co., Framingham, Mass., describes and illustrates some of the seals which it is manufacturing for the perfumery and toilet preparations trade.

Leo Fink, proprietor of Société Anonyme d'Orsay, 17 Rue de la Paix, Paris, France, accompanied by Mme. Fink, sailed on the *Paris*, September 12, for home after spending three weeks in the United States. The company operates factories in Chateau des Bouvets, and has a branch in Grasse, France. In 1910 the d'Orsay line was introduced in the United States and until last February was handled by George Borgfeldt & Co., New York City. Since then the company has operated its own branch. It recently moved into new and larger quarters at 114 East 25th street, New York City, where Arthur De Barry and Mme. Renée Varin are in charge.

Stanley Mfg. Co., Dayton, Ohio, illustrates on the reverse side of its attractive insert, which appears between advertising pages 66 and 67 of this issue, another type of individual vanity boxes which it offers. On the obverse side one of the attractive metal seals made by the company is shown.

The following New York firms made Labor Day a three-day holiday, by closing entirely on the preceding Saturday: Fritzsche Brothers, Inc., Dodge & Olcott Co., Heine & Co., Rhodia Chemical Co., Inc., Julian W. Lyon & Co., Inc., Magnus, Mabee & Reynard, Inc., O. A. Brown & Co., Inc., Arthur A. Stilwell & Co., Orbis Products Trading Co., Inc., Thurston & Braidich, James B. Horner, Inc., Anderson-Hillier Co., Inc., Van Dyk & Co., A. G. Cailler, C. G. Euler, Geo. Lueders & Co., Charles V. Sparhawk, Inc., Antoine Chiris Co., Arthur Stallman & Co., W. J. Bush & Co., P. R. Dreyer, Hymes Bros. Co., H. R. Lathrop & Co., Inc., Ungerer & Co., Inc., Delphi Products, Inc., Morana, Inc., J. Manheimer, and THE AMERICAN PERFUMER & ESSENTIAL OIL REVIEW.

Warren E. Burns, vice president of Morana, Inc., New York City, accompanied by Mrs. Burns returned on the *Olympic*, August 29, from an extended vacation tour of Europe.

Attention is called to the striking insert of the Henderson Lithographing Co., Cincinnati, Ohio, which appears between advertising pages 98 and 99 of this issue. The artistic insert marks a new departure in this company's interesting series of announcements calling attention to its advertising designs and labels.

Solar Laboratories has been incorporated by Samuel B. Kaiden and Alexander Hirschbein to manufacture rouge and powder compacts, lip-sticks, eyebrow pencils, etc., for the trade. Mr. Hirschbein has been associated with leading manufacturers of rouge in Germany and France, and specializes in the manufacture of hand-made rouge. Mr. Kaiden is well known to the trade and was formerly president of the National Alcohol Co., and is now president of the Pallas Manufacturing Co., a company which he organized a few years ago. Mr. Kaiden has severed his connection with all other companies with which he has been affiliated in an advisory or other capacity and is now devoting his entire time to the affairs of the Pallas Manufacturing Co., 79 Spring street, New York, and the Solar Laboratories. The new company's address is 329 E. 29th street, New York City, where the offices and laboratories are located. A special announcement is made to the trade in the company's insert which appears between advertising pages 90 and 91.

Neumann-Buslee & Wolfe, Inc., importers and manufacturers of supplies for perfumers, soap makers and flavoring extract manufacturers, 321 N. Sheldon street, Chicago, Ill., are making improvements in the large building occupied exclusively by them in anticipation of a brisk autumn and winter business. The organization was strengthened recently when J. E. Wolfe joined his former associates in the special products department of the old National Aniline & Chemical Co., John H. Neumann and John Buslee. The three business associates of former years are now directing the destinies of the growing organization. In addition to manufacturing a line of products of its own, the company acts as agents and distributors for Calco Chemical Co., certified food colors; Gomez & Sloan, vanilla beans; Jacques Wolf & Co., gum-arabic, karaya, tragacanth; Pfeiffer Color Co., carmine, cochineal and soluble blue; Julian W. Lyon & Co., Spanish essential oils, menthol, camphor, etc.; Auguste Bermond, French essential oils, floral concretes, etc.; Polak & Schwarz, Zaandam, Holland, aromatic chemicals, ethers and aldehydes.



J. E. WOLFE

United States Bottlers Machinery Co., 4017 N. Rockwell street, Chicago, Ill., in its announcement on page 104 of this issue, calls attention to its filling machines for all sizes of bottles ranging from vials to large containers.

Manhattan Can Co., Bush Terminal, Brooklyn, N. Y., describes and illustrates in its announcement on page 86 a new tin face powder box with extension edges which it is offering to the trade.

Jean Bagaroff, of Bagaroff, Freres & Co., distillers of Bulgarian otto of rose, Sofia, Bulgaria, was a recent visitor to the United States. He arrived on the steamer *George Washington* August 11 and sailed for Paris on the *Mauretania* September 6.

*Ungerer's Bulletin* for July-August, just received, contains another attractive symposium of topics of interest to the trade, in addition to comments on the tariff bill by W. G. Ungerer. Among the articles are the following: "Myopia," by Herbert Roystone; "A Powder Monograph," by Peter A. Fox; "Alcohol Improvement," by Warren L. Cofren; "Arti-Scentcraft," by F. J. M. Miles; "Originalite," by G. R. Bandoni, Paris; "Fatal Universality," by Aromaticus; Primary Materials; "New Soap Perplexity," being a review of the citronella situation, and a discussion of the French viewpoint in relation to American perfume competition.

Burton T. Bush, president of the Antoine Chiris Co., New York City, returned on the *Aquitania*, September 8, from a brief trip abroad. Mr. Bush spent two weeks at the Paris offices of the company.

Frank W. Davis has joined the general sales organization of the N. K. Fairbank Co., soap manufacturers. He will devote his efforts to sales promotion work. He has been with the Pyrene Mfg. Co as Eastern division manager.



NEUMANN-BUSLEE &amp; WOLFE'S BUILDING

R. A. McCormick, of McCormick & Co., extract manufacturers, Baltimore, Md., has been appointed member of the Foreign Commerce Department of the United States Chamber of Commerce.

Louis G. Keller, for twenty-two years secretary and sales manager of the Iowa Soap Co., Burlington, Iowa, has sold his interest in the business and retires October 1.

William G. Sibbach, formerly a stockholder and director of Neumann-Buslee & Co., Chicago, has formed the firm of Wm. G. Sibbach & Co., essential oils, perfumers' and soap makers' materials, 201 South Second street, Maywood, Ill., with warehouse also in Chicago. Mr. Sibbach for over sixteen years was a purchasing agent for the Fuller-Morrisson Drug Co. and later was connected with the National Aniline & Chemical Co. and with American Aniline Products, Inc., Chicago. Mr. Sibbach is well known in the trade, which will watch his new venture with interest.

The originality of the advertising of Charles V. Sparhawk, Inc., 278 Pearl street, New York City, is strikingly shown in its announcement of "Florizel", which appears on page 43 of this issue. The name Florizel, taken from the character of the Prince of Bohemia in Shakespeare's "Winter's Tale" typifies youth, romance and spirituality. The artistic advertising in the last few years of this house has not only created favorable comment, but it has been, the company states, a strong factor in spreading its reputation for responsibility and enhancing its standing in the trade.

W. A. Sherry, formerly of George V. Gross & Co., this city, is one of the incorporators of the Jennings-Sherry Co., a new \$100,000 Los Angeles soap concern.

Richard M. Krause, 130 West 42nd street, New York City, is again advertising to the perfume and toilet preparations field. In the first of a series of new announcements, which appears on advertising page 12, Mr. Krause emphasizes the beauty of the line of seals which he offers to the trade and the facilities of his organization for giving service to perfumers.

If any of our readers get in touch with Frederick A. Bowles, chemist, they are requested to advise us promptly. A man using that name is sought by a New York firm which shipped several bills of goods to him on his representation that he was in the employ of a prominent Southern Extract house and was developing certain processes for the firm. The company advised that Bowles had no authority whatever to order goods in its name. Bowles is reported to have left Virginia and to be on the way to New York.

William F. Kiefer, of the Philadelphia office of Fritzsche Brothers, Inc., New York, sends us greetings from Shawne-on-Delaware, Pa., where he has been enjoying fishing for bass. Mr. Kiefer's ability to get results followed him on his vacation, for he is reported to have returned from each trip with a large catch, most of which he generously distributed to friends.

H. J. Egan, New York City salesman for B. E. Levy, United States agent for Coty, Parisian perfumer, has been visiting Coty headquarters in Paris and Suresnes, France.

Settlement of the bankruptcy of Madero Bros., Inc., New York City, which has been pending since February 19, 1918, is in sight. Seaman Miller, referee in bankruptcy, has called a final meeting of the creditors to be held in his office, 2 Rector street, at 1 p. m., September 28, to pass on the report of the trustee, Samuel Strasbourger. The referee will determine the amount of any final dividend, should there be funds with which to pay the same.

Frank K. Woodworth, business manager of the American Manufacturers of Toilet Articles, has been enjoying a brief vacation at Narragansett Pier, forgetting for the moment perfumes and tariffs and recuperating from his arduous duties by the aid of the odor of ocean spray.

Ungerer & Co., 124 W. 19th street, New York City, desire to secure the exclusive services of a competent Canadian representative with headquarters in either Montreal or Toronto on either a salary or commission basis

to handle its complete line of products. The company's announcement appears on advertising page 102.

Advertising Window Display Co., Inc., 799 Broadway, New York, W. H. Carter manager, are engaged in the sale of advertising displays, cut-outs and other advertising specialties. The company is a subsidiary of George Schmitt & Co., Inc., Brooklyn, N. Y., of which Wm. Gunther is secretary-treasurer and general manager.

Frederick Schang, president of The Lorscheider-Schang Co., Rochester, N. Y., headquarters at 1133 Broadway, New York, returned from a European trip Friday, August 18.

A. J. Koehnke, manager of the Chicago branch of the Atlantic Excelsior Mfg. Co., broke his kneecap recently in an accidental fall and is now in a Chicago hospital.

F. A. Anderson, for ten years Pacific Coast representative of Spencer Kellogg & Sons, has succeeded the late F. L. Medbery as manager of its New York office. Mr. Anderson has been with the firm a long time and formerly was a special oil salesman in the New England territory.

Ralph C. Jennings, formerly Chicago representative for the New York Quinine & Chemical Works, Inc., this city, has succeeded the late T. R. L. Loud as vice-president and sales manager. Mr. Jennings has been associated with the firm since he was a boy, having taken charge of the West Indian business of the house on his father's death. When the Chicago office was opened he was placed in charge.

Lehn & Fink, wholesale druggists, New York, held their second annual salesmen's convention last month, with all sections of the country represented. Edward Plaut, president of the company, presided. A banquet was held at Sheepshead Bay, there were two theatre parties and the Bloomfield laboratories of the firm were inspected.

We are more than pleased to be able to report that Mr. George Lueders, president of the New York firm bearing his name, is in good health and has not recently been ill. In our August issue we published a report that Mr. Lueders had been confined to his home several weeks, and we regret that despite the usual care that we exercise in such matters, an erroneous statement crept into our pages.

Ira L. Henry Co., Watertown, Wis., begins on advertising page 69 of this issue the first of a series of announcements setting forth the features of Henryco containers which it manufactures.

Mr. and Mrs. P. R. Dreyer, of this city, enjoyed their August vacation at the Munnatawket Hotel, Fishers Island, N. Y. This resort, not far from the eastern end of Long Island Sound, afforded an ideal haven and some fishing.

Ryan Soap Co., Cincinnati, O., in the hands of a receiver, has been made defendant in an action by a creditor, the Cosmopolitan Bank & Trust Co., demanding that all of its assets, including real estate, be sold by court order.

Societe La France Toilet Goods Co., Manhattan Borough, New York City, has filed a certificate increasing its capital stock from \$5,000 to \$100,000.

Kranich Chemical Co., 115 Ninth street, Brooklyn, N. Y., will celebrate its first anniversary next month. The company was organized by Herbert Kranich with Augustus Kranich, his father, as president and Arthur Kranich, his uncle, as secretary. Herbert Kranich is treasurer. He was graduated from Polytechnic Institute, Brooklyn, in 1920 after having specialized in chemistry. During the war he served as second lieutenant in the ordnance department, handling high explosives in the Philadelphia U. S. A. munitions headquarters. He has been affiliated with the Western Electric Co., Kirkman & Sons, and Sterno & Co. His engagement to Miss Helen Lange, daughter of Mr. and Mrs. Lange, which has been announced, will take place early in the Spring. Mr. Kranich reports that the Kranich Chemical Co. has had a successful year and that it has just put into operation its second unit, an addition almost doubling its present plant.

W. John Buedingen, direct factory representative for paper boxes and fine glassware, will move October 1 from 516 Fifth avenue to more commodious and convenient offices in the Knickerbocker building, Broadway and 42d street, New York City. Mr. Buedingen has added to his lines, cut and frosted bottles manufactured by Josef Schmidt of Böhmén, Czecho-Slovakia.

David Berg Industrial Alcohol Co., Philadelphia, is packing Lohocla alcohol in individual gallon cans, each sealed tamper proof and in wooden containers, ten being carefully boxed so that the jobber can ship out one-gallon cans at will, without the necessity of repacking. Lohocla also is put up in five-gallon containers.

Colgate & Co., Jersey City, now has the tallest thermometer in the world as a twin curiosity to the famous largest clock on earth, which faces the Hudson River. The thermometer is fifty feet in height, the figures are eighteen inches and the mercury column is ten inches wide. It is used in connection with a great electric sign on the Atlantic City beach front that blazons the slogan: "You'll Come to Colgate's by Degrees," a catch phrase that calls attention to further flash announcements of the Colgate products of particular interest to seaside sojourners. The sign is visible day and night for a long distance.

John J. Flood, treasurer of Parfums Joncaire, Boston, sailed September 2 on the liner *Berengaria* for Europe. He expects to meet his son, Peter H. Flood, who is Vice Consul at Singapore, and they will make a short tour of the continent, spending some time in Paris and Grasse.

Employees of Procter & Gamble in various parts of the country celebrated their semi-annual dividend day last month with the usual reunions. At the Cincinnati celebration fully 15,000 employees and their friends and families attended the games at the Zoological Gardens. Games also were held by the Port Ivory, Staten Island, workers under the management of the superintendent, James A. Coulter. The profit-sharing distribution was the seventieth under the system in vogue in the Procter-Gamble firm.

Procter & Gamble have contracted for an armored motor car to carry the weekly pay roll between the bank and the Ivorydale, Ohio, plant. The guards will be armed.

Charles E. Ising, president of the C. E. Ising Corporation, aromatic chemicals and synthetics, Flushing, N. Y., returned from Europe with Mrs. Ising on the *Mongolia*, August 22. Mr. Ising made these observations on his tour of Europe:



CHARLES E. ISING

"I had it borne in upon me that economically, industrially and socially, Europe is like a man who has suffered a severe nervous illness who, with a great desire to live, slowly gathers himself together and rebuilds his wasted strength. Europe has been shaken to the foundation; of that there can be no doubt. What will eventually evolve from this upheaval must be written in history. The people are pathetic, but no longer apathetic; they are at work and

at work hard. But until conditions are stabilized and an element of hopefulness interjected into the peoples I cannot see relief from the paralyzing burdens under which Europe is wasting.

"The problem of Europe lies not so much with the individual as with the individual's government. The countries visited were at work and working hard, but it is conceded that for a man to be at his best in his work he must of necessity have confidence in the coin, collateral, barter (call it what you will), which he receives for that work. How is it possible (as in the case of Germany) for a man, skilled in his work and working at it hard, conscientiously (sometimes almost hopelessly), to do himself justice with a constantly fluctuating currency? What buys his necessities today is not the equivalent for the same articles tomorrow, and his wages do not keep pace with the changing costs and his mind in consequence is harassed, uneasy and unhappy—his heart is not in his work. There is no inducement to save; what he deposits in the bank today has decreased in value tomorrow; therefore he loses faith in the bank as an institution and consequently what is behind the bank,—the country. The wonder is that with the accumulated burdens pressing upon him, restricted living quarters, constantly increasing cost of necessities and the constantly decreasing value of the currency, that he works at all. Yet there is no idleness in Germany. The people patiently do their work day by day, believing that what is so hard today may be less burdensome tomorrow. The German has an enormous capacity for work and if the factor of hope and confidence is added to his horizon he will work even harder yet. But he must have a stabilized government and if that is given him, he will go forward prodigiously. He has not that faith at present.

"The farm lands are all in fine condition, not a foot of land is wasted; everything is under cultivation and the crops are excellent. Gathering them is quite another problem. There is an almost entire lack of farm implements and the back-breaking labor of gathering the crops must be laboriously done by hand by the women and children, for the men are at work in the factories. In addition to the absence of farm implements is the added absence of animals; horses are a rarity in the country; in their stead are used oxen, oxen and boys or women, yoked together,

man power (where possible), or cows. Milk, cream, sugar and butter are very scarce and high priced.

"In the cities Socialism is strong in Germany today, but the thoughtful German dreads the tendency of combining with Russia—the Red terror—and will be reduced to the direst extremity before he yields to that, knowing well that the day the frontiers are thrown open to Russia, Germany economically and industrially will be wiped out. He believes as well that should this combination be consummated the entire map of Europe will be changed. Rather he looks to America and believes in her fair-mindedness and feels that should Germany be reduced to the extremity America will then not fail her.

"Of the countries visited Germany was the most sorely distressed, but the sustaining thought of the people is in the destiny of the German people and the ultimate working out of her problems.

"The Londoner of today is a stern and grim man. Unemployment, excessive taxation, high living costs, and what is difficult to the understanding of an American, the traditional inability of the Englishman to change his habits of work and living, make the readjustment of the English an extremely difficult problem. The unsettled state of Ireland and of India, with its attending disturbed economic results adds also to the problem of the English. The Englishman has not, moreover, the 'come-back' of the American and in his distress waits for relief from some unseen source or for something to 'turn up.' The government stipend instituted in the case of unemployment during the war, allowing the unemployed a meagre cash allowance instead of wages is considered preferable to uncertain employment and the consequent loss of that stipend. This produces naturally a pauperizing effect on the recipient. England's social structure of huge landed estates is also felt an unjust privilege to the holders and a burden on the people. The manifold bureaus created during the war with their attendant staffs (who cling tenaciously to these pleasant and profitable sources of livelihood), are also extremely burdensome and expensive to the people.

"France is at work and no longer pities herself. It is a thousand pities that the French and the Germans—both great peoples—cannot brush aside their military leaders and talk over their differences and their difficulties face to face. I found no bitterness in the people of either nation; only a great desire for matters to mend to make life endurable.

"Switzerland is hard hit financially. The tourist cities, depending largely on visitors for their revenue, have lost them due to the high exchange of the Swiss franc and instead of remaining in Switzerland, travelers have gone to Austria.

"With stabilized and firm governments these countries can make industrial and economic progress; their moral and spiritual progress lies in the story of the future."

#### NEW INCORPORATIONS

Hygienic Products Co., Manhattan Borough, New York City, toilet preparations, \$25,000 capital stock, has been incorporated by J. D. Boyle and H. Brower. (Attorney, W. C. Allen, 140 Nassau street.)

American Silkwood Fibre Co., Providence, R. I., toilet and other supplies, capital not stated, has been incorporated by Charles L. Warner and Samuel Bottomly, of Providence, and Carlos F. Travejo, of New York.

Chapman Products Co., Centredale, R. I., soaps, toilet preparations, germicides, \$25,000 authorized capital, has been incorporated by E. B. Chapman, Johnston; R. S. Thornton, North Providence; Miss M. L. Merithew, Providence.

Eskimo Syrup Co., Illinois, extracts and syrups, \$100,000 capital stock, has been incorporated in Delaware.

H. F. LaPeer & Co., Seattle, Wash., drugs and toilet articles, \$100,000 capital stock, has been incorporated by H. F. LaPeer, H. N. Getchell and D. A. Thompson.

Jennings-Sherry Co., Los Angeles, soaps, \$100,000 capital stock, has been incorporated in California.

Nirvana, Inc., Manhattan Borough, New York City, toilet preparations, cosmetics, etc., \$100,000 capital stock, has been incorporated by Sam Schultz, 2063 Vyse Ave.

Yonkers Soap Mfg. Co., Yonkers, N. Y., \$5,000 capital stock, has been incorporated by D. J. and N. Ressler, H. Lerner. (Attorney, D. Gorfinkel, Yonkers.)

South Side Laboratories, Inc., 3226 Indiana Ave., Chicago, toilet preparations, \$2,500 capital stock, has been incorporated by P. C. Thompson, Arthur George, Julius Harris; rep., J. Harold Mosely, 703 West Randolph St.

L. & S. Perfumery Co., Manhattan Borough, New York City, barber supplies, \$10,000 capital stock, has been incorporated by B. and L. Lifschitz, R. Sussman. (Attorney, E. Phillips, 305 Broadway.)

Solar Laboratories, Manhattan Borough, New York City, toilet articles, \$30,000 capital stock, has been incorporated by J. H. Robins, M. Frackman, P. H. Schuster. (Attorneys, Frackman & Robins, 51 Chambers St.)

Eagle Perfumery Co., Manhattan Borough, New York City, chemists and druggists, \$10,000 capital stock, has been incorporated by G. Rugolo, G. Cannistraci, J. Pagano. (Attorney, M. Wolff, 41 Park Row.)

Arrow Manufacturing Co., 111 Wall St., East Dubuque, Ill., drugs, toilet articles, extracts, fountain syrups, and non-alcoholic beverages, \$50,000 capital stock has been incorporated by F. W. Boyd, M. C. Ferring, A. L. Schmitt; Sheehan & Sheehan, Galena, Ill.

Ogden Products Co., 3258 Ogden Ave., Chicago, chemicals, cosmetics, etc., \$5,000 capital stock, has been incorporated by Charles Martin Sals, William Greenberg, Dan D. Lichtenstein, Meyer Rossen, Correspondent, Meyer Rossen & Goldfine, 928, 127 North Dearborn.

Lawndale Barber Supply Co., 1725 Roosevelt road, Chicago, chemicals, barber supplies, perfumes, etc., \$5,000 capital stock, has been incorporated by Morris Lyons, Geo. Katsoulos, Vera Greeger. Correspondent, G. A. Kyriakopoulos, 417 Ashland Block.

Brooklyn Alcohol Corp., Brooklyn, N. Y., non-beverage, \$10,000 capital stock, has been incorporated by J. S. Pompan, V. Cognot, G. Cabot. (Attorneys, Pompan, Price & Lippman, 38 Park Row, New York.)

Tex Products, Brooklyn, N. Y., cleaning powders, \$10,000 capital stock, has been incorporated by H. Pearlman, H. F. Pearsall. (Attorney, S. Rosenfeld, 808 Broadway, Brooklyn.)

Sunshine Soap Co., Shreveport, La., \$100,000 capital stock, has been incorporated in Delaware.

Economy Soap Co., Buffalo, N. Y., \$15,000 capital stock, has been incorporated by S. S. Knaier, J. F. Wagner. (Attorney, W. O. Shields, Buffalo.)

Astrid L. Jason, Manhattan Borough, New York City, novelties and perfumes, \$20,000 capital stock, has been incorporated by E. A. Maher, S. M. Reynolds. (Attorney, H. F. Spellman, 233 Broadway.)

## IN MEMORIAM FOR DEPARTED FRIENDS

BRUNS, WILLIAM H. A., of the Metal Package Corporation, Brooklyn, September, 1919.

BUEDINGEN, W. L., head of William Buedingen & Son, boxes, New York and Rochester, September, 1919.

COLGATE, RICHARD MORSE, of Colgate & Co., New York, at West Orange, N. J., September, 1919.

CRUSELLAS, RAMON, founder of Compania Nacional de Perfumeria, Havana, Cuba, September, 1921.

DAVIES, JOSEPH PIERCE, of the J. P. Davis Company, soaps, Dayton, Ohio, September, 1910.

EAVENSON, WILLIAM J., of J. Eavenson & Sons, Philadelphia, soaps, September, 1908.

FAXON, FRANK A., of the Faxon & Gallagher Drug Company, Kansas City, Mo., September, 1912.

FEENEY, NICHOLAS, retired soap manufacturer, Brooklyn, N. Y., September, 1917.

GARDENTY, ANTOINE, former partner in Bernard-Escoffier Fils, Grasse, France, September, 1919.

GOOD, JAMES, soaps, Philadelphia, September, 1910.

HANSON, STANTON I., president of the Vanitabs Co., New York, formerly of Hanson-Jenks Co., September, 1916.

KERKESLAGER, MILTON W., soap manufacturer, Philadelphia, Pa., September, 1913.

LANNEN, THOMAS E., attorney Flavoring Extract Manufacturers' Association, Chicago, September, 1921.

LEWKOWITSCH, DR. JULIUS, Ph.D., chemist, of London, England, September, 1913.

LUYTIES, HERMAN C. G., president Sanitol Chemical Laboratory Co., St. Louis, September, 1921.

MOLLER, CHARLES A., manufacturer of flavoring extracts, Brooklyn, N. Y., September, 1915.

MORGAN, GEORGE FREDERICK, JR., vice president of Enoch Morgan's Sons Co., soaps, New York, September, 1921.

NEVINS, SAMUEL, talc, Philadelphia, September, 1910.

OLCOTT, GEORGE MANN, president of the Dodge & Olcott Co., New York, September, 1917.

PEET, WILLIAM J., of the Peet Soap Manufacturing Company, Kansas City, September, 1910.

STECHER, FREDERICK W., Cleveland, O., proprietor of Pompeian massage cream, September, 1917.

STOTZ, JOHN T., oil distiller, Broadheadsville, Pa., September, 1915.

## HARRY A. ANTRAM

Harry A. Antram, sales manager for the F. N. Burt Co., Ltd., Buffalo, and one of the most popular business men in that city, dropped dead, September 2, in Chicago, whither he had gone on business. When a young man he showed marked business zeal and ability and soon after he moved from Cincinnati to Chicago he was promoted to a responsible position with the Pictorial Printing Co. Later he was president of the Randolph Box & Paper Co. there. In 1913 Mr. Antram went to Buffalo as sales manager with the F. N. Burt Co., Ltd. His engaging personality soon won him many friends there and he was the prime mover in countless charitable movements.

Mr. Antram was 58 years old, having been born December 10, 1864. He was a member of the Lodge of Ancient Landmarks, F. & A. M.; Hugh de Payens Commandery, Knights Templar; the Ellicott Park and Buffalo Athletic clubs and the Chamber of Commerce. Funeral services were under Masonic auspices and attended by a large num-

ber of mourners. He is survived by his wife, Bertha G. Antram, and one daughter, Mrs. Lathrop P. Smith.

## FRANK A. ROSS

Frank A. Ross, for six terms treasurer of the Flavoring Extract Manufacturers' Association and lately State Com-



THE LATE F. A. ROSS

mitteeman of the organization for Massachusetts, died following a heart attack at his home in Melrose, Mass., on August 24. For the last twenty-two years Mr. Ross was connected with the Stickney & Poor Spice Co., of Charlestown, Mass., as analytical chemist and manager of the flavoring extract department, besides being one of the directors of the company. Mr. Ross was 57 years of age and is survived by his wife, two sons, two daughters and three grandchildren. He was a member of the New York Chemists' Club, American Chemical Society and Wyoming Lodge, F. & A. M., of Melrose. Services were held at his home August 28 and the interment was in Grove Cemetery, Lynn, Mass.

## THEODORE R. L. LOUD

Theodore R. L. Loud, for half a century associated with the drug and chemical industries of the country, met death on August 19 in an automobile accident near Trenton, N. J. Mr. Loud was traveling to Atlantic City with a party of friends in the touring car of Francis J. McDonough, mem-



THE LATE T. R. L. LOUD

ber of the board of directors of McKesson & Robbins, New York, when the car struck a bad spot in a sandy detour road and overturned. Mr. McDonough and Louis Pio, also of McKesson & Robbins, escaped serious injury, but Charles Hermann and J. S. Stebe were injured internally and the chauffeur's leg was broken. The latter three were sent to Trenton Hospital. Mr. Pio, although badly shaken up, was able later to proceed on his vacation.

Mr. Loud, since 1916, had been vice president and general manager of the New York Quinine and Chemical Works, which is a subsidiary of McKesson & Robbins. Previously he had a long and active career in the American drug trade. He was born in 1852 on the Eastern Shore of Maryland and began his business life in a drug store in Easton, Md. Among the firms with which he was connected were Coffin, Reddington & Co., of San Francisco; the Mallinckrodt Chemical Works, St. Louis.

Merck & Co., and D. O. Haynes & Co., of New York. He was a member of the New York Drug & Chemical Club and was president of the Salesmen's Association of the American Chemical Industry.

Mr. Loud left a wife, Eunice Chase Loud. Irving McKesson, of McKesson & Robbins, was among those at the funeral, which was held at Easton, Md., on August 23.

We are indebted to *Drug & Chemical Markets* for the half-tone of the appreciated friend of all who knew him.

#### Obituary Notes

De Graw Kipp, aged 74, member of one of the early Dutch families which settled in New Jersey, died July 30 in his home at Closter, N. J. For many years he was connected with E. R. Durkee & Co., manufacturers of spices and flavorings.

Professor Alexander Smith, until recently head of the Department of Chemistry at Columbia University, New York, died in Edinburgh, Scotland, on September 9. He was born in Edinburgh in 1865, but spent the greater part of his life in the United States, where he took a prominent part in chemical research.

William B. Kaufman, connected almost thirty years with Parke, Davis & Co. in New York, died at Katonah, N. Y., on August 21, aged 61 years.

Edwin G. Quin, vice-president of John Campbell & Co., this city, died at Avon-by-the-Sea, September 5, aged 44 years.

#### NEW PRICE LISTS, PUBLICATIONS, ETC.

NEUMANN-BUSLEE & WOLFE, INC., 321-323 North Sheldon street, Chicago, Ill., have issued their September wholesale price list of raw materials for manufacturers of soaps, perfumes, toilet specialties, barbers' supplies, extracts, etc. The list is complete and comprehensive.

O. A. BROWN CO., INC., 246 Pearl street, New York City, has issued a wholesale price list, printed in brown and very neat, giving September quotations of its extensive lines of perfumers' and soap makers' materials, including essential oils, synthetic and aromatic chemicals, besides artificial and true fruit flavors, certified colors, and similar products. The firm calls particular attention to the Mao liquid colors for perfumes, toilet waters, hair tonics, shampoos, etc.

LOVEJOY LABORATORIES, 228 Adams street, Brooklyn, N. Y., has issued a new 1922 catalogue of its line of quality toilet preparations, petroleum jellies and polishes.

GOMEZ & SLOAN, INC., 244 Water street, New York, have issued a circular reporting the receipt of advices from Marseilles saying that the stocks of Bourbon vanilla beans are entirely sold out. The firm says: "The supply of Mexicans and South Americans having been exhausted, the demand for Bourbons has greatly increased and the market here is very strong. Manufacturing qualities will be sold out before the new crop arrives. Prices in France have increased, and we expect a very substantial rise in them soon."

"WHEN IS ALCOHOL PURE?"—David Berg Industrial Alcohol Co., Philadelphia, in a recent circular says in part: "The purity of alcohol is something which every user must consider. Purity is obtained by distillation. In the manufacture of Lohocla alcohol, which is the highest quality obtainable, the chemists of the David Berg Industrial Alcohol Co. have utilized an amazing process which sends

every drop through forty-four separate distilling processes. Anyone who has ever worked in a chemical laboratory knows the almost infinite purity that should result from so many successive distillations."

"SUPERINTENDENT" is the name of a new periodical of sales and use service published by the Karl Kiefer Machine Co., Cincinnati, O. It has to do with the application of Kiefer plant machinery to numerous uses, and is full of information.

#### BOOK REVIEWS

"LE CAMPHRE ET SA SYNTHÈSE," by A. Dubose, and "La Culture Industrielle du Camphrier," by Dr. L. Trabut, correspondent de l'Institut and director of the Services Botanique de l'Algeria. Paris: *La Parfumerie Moderne*.

This little book of 64 pages, printed in French, contains an announcement by Jean Gattefossé and a preface by Dr. I.-L. Kondakow, of the University of Woronege. It sets forth the synthesis of camphor in all of its various aspects, historically and commercially, in the comprehensive form that naturally might be expected from these two scientists.

YEAR BOOK OF THE AMERICAN PHARMACEUTICAL ASSOCIATION, 1920. Chicago, Ill., 1922, published by the American Pharmaceutical Association; 865 pages.

This volume contains the sixty-third annual report of the progress of pharmacy and the constitution, by-laws and roll of members of the association, corrected to May, 1922, besides the roster of officers. The progress report is the most complete since the world war began and there are numerous excerpts from 1920 periodicals in relation to perfumery and soap that are of interest to pharmacists. The essentials, of course, that would concern our readers were printed at the time in *THE AMERICAN PERFUMER & ESSENTIAL OIL REVIEW*, but this does not detract from the interest in the admirable report presented by Prof. Arny and his associates, including Prof. Wimmer.

"FRENCH PUBLIC FINANCE IN THE GREAT WAR AND TODAY," with chapters on banking and currency; by Harvey E. Fisk; New York and Paris; Bankers Trust Co.

This book of 363 pages deals exhaustively with its title subject, giving ample statistical data obtained from official sources, and covers fully the Republic's financial history since 1914. The purpose of the book is to effect a more sympathetic understanding in this country of the financial problems France had to solve during the war and of the integrity, courage and resourcefulness with which she is meeting her present day trade and other problems.

#### Italian Market for Paraffin Wax

Italy, population considered, is said to be the world's greatest consumer of candles. The old-fashioned tallow candle has given place to wax with a paraffin base and an admixture of stearic acid for coloring and hardening purposes. Italy's normal annual import requirements of paraffin wax range above 20,000 tons, of which amount approximately 75 per cent is furnished by the United States.

#### Cannot Do Without The American Perfumer

(C. A. McLarty, T. E. O'Reilly, Ltd., Toronto.)

Doing without your valuable journal would be impossible to the writer.

## PATENTS AND TRADE-MARKS

|  |  |   |   |   |  |   |
|--|--|---|---|---|--|---|
| <br>WESTCO<br>BRAND<br>140169   | <br>ALMO BRAND<br>PATTIES<br>147853 | <br>FLEURS d'AMOUR<br>148165 | <br>Beautex<br>152112      | <br>JD<br>152121       | <br>GREEN<br>QUININE<br>TONIC<br>159014 | <br>LENAIR<br>LOTION<br>155423 |
| <br>Sanitax<br>156735           | <br>ALKALITONE<br>157082            | <br>PEARLENT<br>157471       | <br>Renown<br>161530       | <br>SNO-LITE<br>161601 | <br>HAIRON<br>161835                    | <br>S-O-S<br>160466            |
| <br>MILK<br>ROUGE<br>160435     | <br>John D<br>161951                | <br>VICTORIA<br>162090       | <br>MIRROLINE<br>162129    | <br>LONDÉE<br>162972   | <br>DOUX<br>BAISER<br>162973            | <br>SANA-GENIC<br>161933       |
| <br>ODO-R-OFF<br>161011         | <br>MAGNUM<br>163165                | <br>LA JOCONDE<br>163012     | <br>LADY ANNE<br>164806    | <br>SEA-MO<br>162535   | <br>RADIOKLEEN<br>164109                | <br>TEX<br>163499              |
| <br>DEA-REE<br>163573           | <br>S D<br>163192                   | <br>ALTO-DENT<br>163304      | <br>BARRY<br>164534        | <br>CASEY'S<br>165785  | <br>Scat-Ye-Dirt<br>165570              | <br>FRENCH<br>BILAC<br>165585  |
| <br>Jean<br>164426             | <br>DOMINO<br>165769               | <br>WECO<br>165774          | <br>LATHERKREEM<br>165717 | <br>MILLER<br>165725  | <br>FRENCH<br>QUININE<br>165734        | <br>JEAN'S<br>165536          |
| <br>MEDICUS<br>SOAP<br>165141 | <br>Gumeze<br>165771              | <br>Scalp Rub<br>165772    | <br>ZIF<br>165784        |   |  |   |

## NOTE TO READERS

This department is conducted under the general supervision of a very competent patent and trade-mark attorney. This report of patents, trade-marks, designs is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry, viz.: Perfumes, Soap, Flavoring Extracts and Toilet Preparations.

Of the trade-marks listed, those whose numbers are preceded by the letter "M" have been granted registration under the Act of March 19, 1920. The remainder are those applied for under the Act of February 20, 1905, and which have been passed to publication.

Inventions Patented are designated by the letter "P." Designs Patented are designated by the letter "D."

All inquiries relating to patents, trade-marks, labels, copyrights, etc., should be addressed to

PATENT AND TRADE-MARK DEPT.,

Perfumer Pub. Co.

14 Cliff St., New York.

## TRADE-MARK REGISTRATIONS APPLIED FOR

Act of Feb. 20, 1905

140,169.—A. J. Donaldson, doing business as Great Western Tea Co., San Francisco, Calif. (Filed Nov. 26, 1920. Used since Feb. 1, 1911.)—Tea, Coffee,

Flavoring Extracts for Food, Cocoa, Chocolate, Spices, Macaroni, Spaghetti, Noodles, Corn Starch, Tapioca, Rice, and Salad Dressing.

145,428.—Almo Products Co., Inc., New York, N. Y. (Filed Mar. 30, 1921. Used since Jan. 1, 1919.)—Flavors, Extracts, and Emulsions for Food Purposes; Pie-Filling Powders, Pudding Powders, Egg-Whip Powder, Icing Pastes, Cocoa Powder, and Milk Powder.

147,853.—V. Vivaudou, Inc., New York, N. Y. (Filed May 17, 1921. Used since May 10, 1921.)—Compressed Circular Disklike Forms of Rouge and Face Powder.

148,165.—Parfumerie Roger & Gallet, Paris, France. (Filed May 24, 1921. Used since Nov., 1903.)—Pastes and Powders for Beautifying and Preserving the Teeth, Skin, and Hair, and Perfumery.

152,112.—Western Hair Company, Spokane, Washington. (Filed Aug. 23, 1921. Used since June 21, 1921.)—Face Powder, Lavender Lotion, Bleaching Lotion, Peroxide, Finishing Cream, Bleaching Cream, and Cold Cream, Being Preparations and Tonics for Use on Human Skin and in Treatment Thereof, Also for Dandruff Remedy, Quinine Hair Tonic, and Brilliantine, Being Tonics and Dressings Used in and Upon Human Hair and for Scalp Treatment, and All Used in General Beauty-Parlor Work.

152,721.—Societe Anonyme Des Etablissements Justin Dupont, Argenteuil, France, assignors to Justin Dupont, Inc., of New York, N. Y., a Corporation of

New York. (Filed Sept. 8, 1921. Used since Mar. 10, 1904.)—Synthetic Oils and Aromatic Chemicals Used in the Production of Perfumes.

154,014.—Dixie Laboratories, Atlanta, Ga. (Filed Oct. 12, 1921. Used since Mar., 1921.)—Hair Tonic.

155,423.—Edwin W. Watkins, Copper Hill, Tenn. (Filed Nov. 15, 1921. Used since Oct. 10, 1921.)—Face Lotion.

156,735.—George W. Dunleavy, Cambridge, Mass. (Filed Dec. 15, 1921. Used since Dec. 8, 1921.)—Toilet Waters, Face Creams and Hair Tonics.

157,097.—John Albert Hathaway, doing business as Alklitone Tooth Paste Company, Detroit, Mich. (Filed Dec. 24, 1921. Used since Oct. 1, 1921.)—Tooth Paste.

158,753.—Arthur J. Bafalis, doing business as Pearlident Chemical Laboratories, Manchester, N. H. (Filed Feb. 2, 1922. Used since about Aug., 1921.)—Medicated Dentifrice.

159,681.—Effie M. Barnett, Pasadena, Calif. (Filed Feb. 23, 1922. Used since Dec. 1, 1921.)—Preparation for Growing Hair.

160,462.—E. Burnham, Inc., Chicago, Ill. (Filed Mar. 10, 1922. Used since 1899.)—Gray-Hair Restorer.

160,466.—E. Burnham, Inc., Chicago, Ill. (Filed Mar. 10, 1922. Used since 1917.)—Perfumes, Toilet Water, Sachets.

160,498.—Kendall Products Corp., New York, N. Y. (Filed Mar. 10, 1922. Used since about Feb. 20, 1922.)—Detergent Preparations—Namely, Soap Products.

160,635.—The Remiller Co., New York, N. Y. (Filed Mar. 13, 1922. Used since Feb. 1, 1922.)—Face Rouge.

160,932.—De Milo Perfume Co., Inc., New York, N. Y. (Filed Mar. 20, 1922. Used since 1908.)—Cold Cream, Almond Cream, Lemon Cream, Cocoa-Butter Cream, Hair Tonic, Hair Dressing, Face Powder, Talcum Powder, Rouge, Cocoa Cream, Methol Cream, Witch-Hazel Cream, Massage Cream, Beautifier or Cream to Be Used as a Massage Cream After Shaving, Brilliantine, Lilac Vegetal, Depilatory, Styptic Powder, Perfumes, Extracts for Handkerchiefs, Shampoos and Stringents.

161,474.—Anuzis & Yuknis Co., Chicago, Ill. (Filed Mar. 30, 1922. Used since Mar. 27, 1922.)—Hand Lotion.

161,530.—Wolf Eliowitz, New York, N. Y. (Filed Mar. 31, 1922. Used since Mar. 1, 1922.)—Powder Puffs.

161,601.—The Van Camp Packing Company, Inc., Indianapolis, Ind. (Filed Mar. 31, 1922. Used since Mar. 2, 1922.)—Soap.

161,835.—Harry C. Hosick, doing business as Hairon Company, Toledo, Ohio. (Filed Apr. 6, 1922. Used since Apr. 5, 1919.)—Preparation for Premature or Receding Baldness.

161,933.—The Mills Brothers, doing business as The American Products Company, Cincinnati, Ohio. (Filed Apr. 8, 1922. Used since Sept., 1917.)—Shaving Cream in the Nature of a Paste Soap, Toilet Soap, and Cleanser for Household Uses, Such as Cleaning Bathtubs, Kitchen Sinks, Pots and Pans, etc.

161,951.—Ernest L. Patten, Salt Lake City, Utah. (Filed Apr. 10, 1922. Used since Mar. 10, 1910.)—Hair Restorers.

162,090.—Frederick H. Young, doing business as the Frederick H. Young & Company, Toledo, Ohio. Filed Apr. 10, 1922. Used since 1903.)—Soaps.

162,129.—Mirrolike Mfg. Company, Long Island City, N. Y. (Filed Apr. 11, 1922. Used since Apr. 1, 1915.)—Soap Cleaners for the Removal of Spots and Stains on Fabrics and Leather and Tar Road Oil and Carbon Remover.

162,506.—The Palmolive Company, Milwaukee, Wis. (Filed Apr. 18, 1922. Used since Feb. 15, 1922.)—Soap.

162,670.—Morris Deutsch, doing business as The French American Pharmacal Co., New York, N. Y. (Filed Apr. 21, 1922. Used since about Mar. 23, 1920.)—Depilatories.

162,850.—Poland Soap Works, Anniston, Ala. (Filed Apr. 24, 1922. Used since May 7, 1921.)—Washing Powder for Cleaning Anything That Soap and Water Will Clean.

162,962.—Yardley & Co., Ltd., Stratford, London,

England. (Filed Apr. 26, 1922. Used since Feb., 1912.)—Toilet Soap.

162,967.—Harriet Hubbard Ayer, New York, N. Y. (Filed Apr. 27, 1922. Used since Feb. 15, 1922.)—Perfumes.

162,968.—Harriet Hubbard Ayer, New York, N. Y. (Filed Apr. 27, 1922. Used since Feb. 15, 1922.)—Perfumes.

162,969.—Harriet Hubbard Ayer, New York, N. Y. (Filed Apr. 27, 1922. Used since Feb. 15, 1922.)—Perfumes.

162,971.—Harriet Hubbard Ayer, New York, N. Y. (Filed Apr. 27, 1922. Used since Feb. 15, 1922.)—Perfumes.

162,972.—Harriet Hubbard Ayer, New York, N. Y. (Filed Apr. 27, 1922. Used since Feb. 15, 1922.)—Perfumes.

162,973.—Harriet Hubbard Ayer, New York, N. Y. (Filed Apr. 27, 1922. Used since Feb. 15, 1922.)—Perfumes.

162,974.—Harriet Hubbard Ayer, New York, N. Y. (Filed Apr. 27, 1922. Used since Feb. 15, 1922.)—Perfumes.

162,975.—Harriet Hubbard Ayer, New York, N. Y. (Filed Apr. 27, 1922. Used since Feb. 15, 1922.)—Perfumes.

163,011.—Lillian S. Thomas, doing business as Froidevaux Cie., New York, N. Y. (Filed Apr. 27, 1922. Used since Feb. 15, 1922.)—Deodorant.

163,012.—Lillian S. Thomas, doing business as Froidevaux Cie., New York, N. Y. (Filed Apr. 27, 1922. Used since Feb. 15, 1922.)—Toilet Creams and Toilet Powders.

163,100.—Marinello Company, La Crosse, Wis. (Filed Apr. 29, 1922. Used since July 18, 1921.)—Wrinkle Paste.

163,165.—Magnum Import Co., Inc., New York, N. Y. (Filed May 1, 1922. Used since Mar. 1, 1922.)—Perfumes, Toilet Waters, Liquid Brilliantines, Solid Brilliantines, Face Powders, Toilet Powders, Sachet Powders, Face Rouges, Lip Rouges, and Lip Sticks.

163,192.—Stil-Daniels, Detroit, Mich. (Filed May 1, 1922. Used since Apr. 18, 1922.)—Hair Dressings and Tonics.

163,334.—Hy-Gen-Ol Laboratory, Spring Valley, N. Y. (Filed May 4, 1922. Used since Apr. 25, 1922.)—Tooth Paste.

163,335.—Hiscox Chemical Works, Patchogue, N. Y. (Filed May 4, 1922. Used since 1920.)—Toilet Lotion.

163,351.—The Packer Mfg. Co., Inc., New York, N. Y. (Filed May 4, 1922. Used since Oct. 1, 1877.)—Soap.

163,374.—Wm. H. Brown & Bro. Co., Baltimore, Md. (Filed May 5, 1922. Used since Feb. 17, 1922.)—Perfume, Toilet Water, Sachet Powder, Talcum and Face Powders.

163,499.—Chicago Soap Products Co., Chicago, Ill. (Filed May 8, 1922. Used since Apr. 1, 1922.)—Soap Flakes.

163,513.—Fink & Rock, Inc., New York, N. Y. (Filed May 8, 1922. Used since Mar. 31, 1922, except as to nail polish, since Mar. 15, 1922.)—Vanishing Cream, Almond Cream, Mud Massage, Nail-Polish Remover, and Nail Polish, Lemon Cream, Brilliantine, Cold Cream.

163,535.—The E. L. Patch Company, Stoneham, Mass. (Filed May 8, 1922. Used since Feb. 15, 1922.)—Skin Lotion.

163,575.—Enola Cosmetic Co., San Francisco, Calif. (Filed May 9, 1922. Used since Mar., 1906.)—Face Powders, Face Creams, Perfumes, Toilet Waters, Rouges, Hair Tonics, Hair Oils, Dentifrices, Tooth Powders, Nail Polishes, Deodorizing Preparations, and Sachet Powders.

163,720.—V. Vivaudou, Inc., New York, N. Y. (Filed May 11, 1922. Used since Apr. 26, 1922.)—Face Powders, Face Creams, Perfumes, Toilet Waters, Rouges, Hair Tonics, Hair Oils, Dentifrices, Tooth Powders, Nail Polishes, Deodorizing Preparations, and Sachet Powders.

163,724.—Philip H. Warshaw, New York, N. Y. (Filed May 11, 1922. Used since Oct., 1921.)—Hair Tonic.

163,766.—John Rinciari, doing business as New York Extract & Perfumery Company, New York, N. Y. (Filed May 12, 1922. Used since about Aug., 1919.)—Hair Tonic.

163,906.—V. Vivaudou, Inc., New York, N. Y. (Filed May 15, 1922. Used since May 5, 1922.)—Face Powders, Face Creams, Perfumes, Toilet Waters, Rouges, Hair Tonics, Hair Oils, Dentifrices, Tooth Powders, Nail Polishes, Deodorizing Preparations, and Sachet Powders.

164,006.—Penn Drug Spec. Co., Pittsburgh, Pa. (Filed May 17, 1922. Used since Apr. 15, 1922.)—Powder Puffs.

164,159.—Benjamin M. Ferguson, doing business as B. M. Ferguson & Co., Chicago, Ill. (Filed May 20, 1922. Used since Apr. 25, 1922.)—Soap.

164,171.—Lysander Kemp & Sons, Inc., Boston, Mass. (Filed May 20, 1922. Used since May 15, 1922.)—Soap Flakes.

164,426.—S. Glemby's Sons Co., Inc., New York, N. Y. (Filed May 24, 1922. Used since May 5, 1922.)—Powder Puffs.

164,534.—Barclay & Co., Wilmington, Del., and New York, N. Y. (Filed May 26, 1922. Used since May 10, 1922.)—Soap.

164,700.—Emil Fuller, New York, N. Y. (Filed May 31, 1922. Used since Dec. 1, 1921.)—Powder Puffs.

165,510.—Andrew J. Stone, Greysbull, Wyo. (Filed June 14, 1922. Used since Dec. 1, 1921.)—Washing Compound.

165,585.—Frankford Davies and Company, Pittsburgh, Pa. (Filed June 16, 1922. Used since May, 1922.)—Washing Compound.

165,769.—Marguerite Sullivan, doing business as Domino House, Philadelphia, Pa. (Filed June 20, 1922. Used since Feb. 1, 1922.)—Soaps—Namely Soaps in Cake, Powder, and Liquid Forms.

165,771.—Marguerite Sullivan, doing business as Domino House, Philadelphia, Pa. (Filed June 20, 1922. Used since Feb. 1, 1922.)—Soaps—Namely, Soaps in Cake, Powder, and Liquid Forms.

165,772.—Marguerite Sullivan, doing business as Domino House, Philadelphia, Pa. (Filed June 20, 1922. Used since Feb. 1, 1922.)—Soaps—Namely, Soaps in Cake, Powder, and Liquid Forms.

165,974.—Western Bottle Mfg. Co., Chicago, Ill. (Filed June 23, 1922. Used since Jan. 30, 1922.)—Powder Puffs.

## TRADE-MARK REGISTRATIONS GRANTED

Act of March 19, 1920

157,804.—The Bertley Co., New York, N. Y., assignor to Jean Jordeau, Incorporated, South Orange, N. J., a Corporation of New Jersey. (Filed Oct. 28, 1919. Serial No. 124,258. Used since Sept. 13, 1919.)—Chemical Preparation for the Removal of Superfluous Hair.

157,805.—Mae Casey, Raleigh, N. C. (Filed July 7, 1922. Serial No. 166,549. Used since Jan. 1, 1919.)—Vanishing Cream.

157,817.—A. J. Krank Manufacturing Co., St. Paul, Minn. (Filed Apr. 9, 1921. Serial No. 145,953. Used since Aug. 1, 1910.)—Shaving Cream to Be Used Before Shaving.

157,824.—Mifflin Chemical Corporation, Philadelphia, Pa. (Filed July 6, 1921. Serial No. 150,077. Used since May 31, 1921.)—Antiseptic Preparation.

157,825.—Miller Laboratories, Inc., Washington, D. C. (Filed Aug. 4, 1921. Serial No. 151,369. Used since Oct., 1919.)—Shaving Soap Cream.

157,834.—The M. Shaffer Co., Philadelphia, Pa. (Filed Mar. 24, 1922. Serial No. 161,209. Used since on or about July 8, 1918.)—Tonic for the Scalp and the Hair.

157,835.—The M. Shaffer Co., Philadelphia, Pa. (Filed Mar. 24, 1922. Serial No. 161,210. Used since on or about Nov. 29, 1919.)—Toilet Water.

157,841.—Albert G. Wiswell, Wilmington, Del. (Filed Nov. 3, 1921. Serial No. 155,002. Used since Nov. 1, 1920.)—Soap.

158,354.—Howard Herman Mentz, D.D.S., Gustine, Calif. (Filed Feb. 20, 1922. Serial No. 159,578. Used since Jan. 1, 1921.)—Mouth Washes, Tooth Powder and Paste.

158,355.—Max Miller, Brooklyn, N. Y. (Filed Jan. 21, 1922. Serial No. 158,241. Used since Dec. 15, 1920.)—Hair Tonics, Shampoo, and Hair Pomade.

158,584.—The Scholl Manufacturing Company, Chicago, Ill. (Filed Apr. 4, 1922. Serial No. 161,754. Used since on or about May 1, 1916.)—Preparations for Use in Treatment of Foot Troubles.

158,585.—The Scholl Manufacturing Company, Chicago, Ill. (Filed Apr. 4, 1922. Serial No. 161,756. Used since 1915.)—Preparations for Use in the Treatment of Foot Troubles.

158,586.—Jean Sénégas, New York, N. Y. (Filed Apr. 8, 1922. Serial No. 161,945. Used since 1902.)—Cosmetics, Particularly Solutions for Lightening the Hair.

## PATENTS GRANTED

61,442. Powder Container. Clen S. Humphrey, Brooklyn, N. Y. Filed Oct. 6, 1921. Serial No. 505,939. Term of patent 14 years.

The ornamental design for a powder container, substantially as shown.

1,425,909. Powder Container. Henry Slaiger, Attleboro, Mass., assignor to The D. F. Briggs Company, Attleboro, Mass. Filed Mar. 15, 1922. Serial No. 544,017. 6 Claims. (Cl. 132—821.)

1. In a powder container, a container body having a closed end and having opposed slots extending through its opposite end, a closure for the container body having an outer sleeve fitting within the container body and having a rim fitted over the outside of the body, a ferrule within the sleeve, a puff having a loop in the ferrule, and a pin having headed ends, the pin being receivable in the slots of the body and extending through the loop and through the ferrule and through the slots of the outer sleeve, whereby upon removal of the closure the pin may be moved through the slots of the outer sleeve to project the puff beyond the outer sleeve.

1,427,199. Lotion. Isaac O. Foote, Sidney, Iowa. Filed July 14, 1919. Serial No. 310,563. Renewed Jan. 28, 1922. Serial No. 532,501. 1 Claim. (Cl. 167—9.)

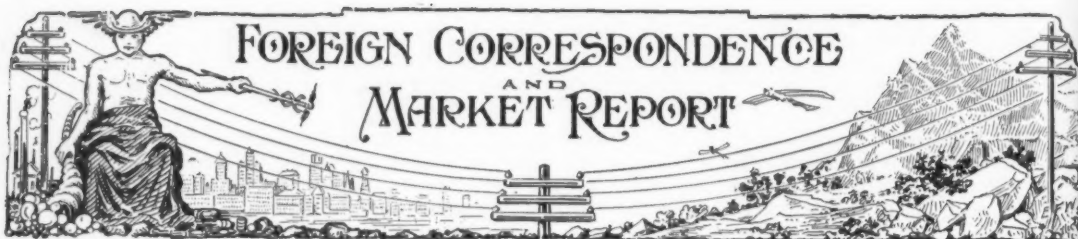
A composition of matter comprising substantially equal parts of water, witch hazel extract and a mixture of equal parts of alcohol and spirits of camphor, together with smaller proportions of resorcin, Epsom salts, saltpetre and carbolic acid.

## PATENT FEES IN GERMANY

Berlin advices report that the fees payable on the registration of patents, trade-marks, and industrial designs were increased substantially on July 1, 1922. The new patent fees amount to 300 paper marks for each of the first 2 years, with a progressive increase in the subsequent annuities up to the fifteenth year for which the fee is 20,000 marks. The new registration fee for designs is 200 marks, and protection may be extended beyond the initial 3 years on the payment of an additional 1,000 marks. The fee payable on application for trade-mark registration is 200 marks for the first class of goods in connection with which the trade-mark is to be used, and 100 marks for each additional class. The renewal fee is 300 marks for a single class, and 100 marks for every additional class of goods for which the mark is registered.

## In the House of Success

There are no elevators in the house of Success,  
But the stairs are long and steep,  
And the man who would climb to the very top  
Before he dare walk must creep.—Unknown.



## CHINA

**CASSIA OIL.**—Exports of cassia oil from Hongkong totaled 285,200 pounds in 1921, valued at £39,382, compared with 274,600 pounds, valued at £87,019, in 1920. Of the total in 1921 the United States took 87,067 pounds, valued at £13,329, compared with 133,064 pounds, worth £50,069, in 1920; and Japan took 108,533 pounds, worth £13,189, compared with 75,864 pounds, valued at £17,839, in 1920.

**HUMAN HAIR.**—Only a small share of the Hongkong exports of human hair went to the United States, although in 1920 America was the heaviest buyer. Total exports decreased from 940,132 pounds, valued at £163,429 in 1920 to 650,267 pounds, valued at £78,902, in 1921. In 1920 the United States took human hair from Hongkong to the value of £120,738, and in 1921 took only £13,116 worth, its purchases in the latter year being exceeded by those of China and Japan.

## ENGLAND

**NEW EAST INDIAN ESSENTIAL OILS.**—The first arrivals of two East Indian oils which are new to the London market have reached there. One is eugenol-free cinnamon leaf oil, which is of a very pleasant odor, and will be offered to manufacturing perfumers as a suitable basis for carnation perfume. The other is ajowan-seed oil, the product of two factories in Central India. This oil is guaranteed to contain a minimum of 60 per cent of recoverable thymol.

## GERMANY

**VEGETABLE OILS FOR TECHNICAL PURPOSES.**—A decree published in the *Reichsgesetzblatt* of May 23 repeals the laws of January 6, 1916, and July 21, 1916, which had prohibited the preparation or use in any manner whatsoever, for technical purposes, of butter, butter fat, and mutton fat, and vegetable and animal oils and fats, as well as the oils and fatty acids derived therefrom, for the manufacture of soap or leather. The change was effective May 13, 1922.

## JAPAN

**PERFUMERY AND SOAP IMPORTS.**—Consul General G. H. Scidmore, at Yokohama, reports that in 1921 Japan imported perfumery and soaps valued at approximately \$675,000, of which \$438,000 was for perfumed waters, \$133,000 for perfumed soaps, \$71,000 for perfumed oils, waxes and preparations thereof, and slightly more than \$32,000 for soaps other than perfumed. The total weight of perfumed soaps imported was approximately 240,000 pounds, of other soaps 292,000 pounds. Detailed statistics are not yet available. In the years 1920 and 1919 the United States had a heavy lead on all kinds of soaps, with Great Britain second and France third. In those years Great Britain led on oils, fats and waxes, perfumed, and preparations thereof, with

(Continued on page 326)

## THE MARKET

### Essential Oils, Aromatic Chemicals, Etc.

Substantial recovery from the depression which had been in evidence in essential oil lines for the greater part of the Summer is felt as the Autumn season commences. The adjustment of protracted labor disturbances, such as the coal and rail strikes and the increased employment in factories throughout the country, has substantially augmented the public purchasing power. Forecasts of a further broadening of business activity are everywhere made, following the settlement of the tariff question. There has been good anticipatory buying in products which will carry a higher impost, so that a decided upward movement in a number of productions seems imminent. In the case of those oils placed on the free list under the new tariff there has been some hesitancy in making fresh commitments pending final action. It is not astonishing that improvement is slow, when all of the adverse elements, including the weird fluctuations in foreign exchange rates, are considered. Confidence is rapidly returning, however, and the full force of the improvement should soon be felt.

The citrus oils have been influenced upwards moderately by the proposed tariff of 30 per cent on lemon and orange oils, but subsequently the duty on lemon and orange oils was reduced to 25 per cent ad valorem in conference. With replacement costs reduced by the lower duty some were inclined to look for a moderate easing of prices, especially in the cases of oils which had carried a rate of 20 per cent but which would henceforth come in free.

Bitter orange turned firm on this outlook, while West Indian rose about 25 cents, but the outlook is for a further advance, since the increased tariff adds 33 cents a pound to the cost of the oil. Buyers of lemon oil are showing more interest at the 80 cent level as new crop offers are held at firm prices. Limes also are affected by the tariff and are quite firm. Pressers of clove oil have been big buyers of the spice and were reported to be covered before it hit the recent high of 36 cents. Prices for clove oil have been advanced appreciably, however, and as high as \$2.75@3.25 is now quoted for the Bourbon varieties.

The bulk of recent supplies of oil of coriander has of late been secured from Germany. Under the impulse of higher duties the oil has advanced to \$12@12.50 a pound. All stocks of gingergrass, which originates in the Far East, have been cleared from the spot and a nominal situation exists for the time being. Dill seed oil is 25 cents higher. Almond oil has come to life of late with an advance in peach kernel to 30 cents inside, while bitter and "S. P. A." are 50 cents a pound higher respectively.

A material reduction in the output of almonds in California is cited by the United States Department of Agriculture, which also points to a marked diminution in this year's output of lemons and oranges, all of which are expected to be reflected in the position of the oils. The urge for oil of citronella has abated, but even now small lots are finding a good market at as high as 72@75 cents a pound.

Developments in the principal flower oils are generally of a bullish character. Scarcely any rose Algerian remains available, except at extraordinarily high prices, some holders

(Continued on page 326)

(Quotations on this page are those made by local dealers, but are subject to revision without notice because of the present unstable conditions.)

(See last page of Soap Section for Prices on Soap Materials.)

| ESSENTIAL OILS                |        |        |                                |       |       |                              |                                    |       |  |
|-------------------------------|--------|--------|--------------------------------|-------|-------|------------------------------|------------------------------------|-------|--|
| Almond, Bitter, per lb....    | \$5.50 | \$6.50 | Orange, sweet, West Indies     | 2.75  | 2.85  | Ethyl Cinnamate              | 5.50                               |       |  |
| Almond, S. P. A.              | 6.50   | 7.00   | Orange, sweet, Italian         | 3.00  | 3.25  | Eucalyptol                   | .85                                | .90   |  |
| Almond, F. F. C. "art"        | 1.70   | 1.90   | Orange, "Calif."               | 3.10  | 3.25  | Eugenol                      | 3.75                               | 3.85  |  |
| Almond, Sweet True            | .50    | .55    | Origanum, imitation            | .25   | .40   | Geraniol, domestic           | 3.25                               | 4.00  |  |
| Almond, Peach Kernel          | .30    | .35    | Orris Root, concrete, foreign  | (oz.) | 5.25  | Geraniol, foreign            | 3.75                               |       |  |
| Amber, crude                  | 1.00   | 1.25   | Orris Root, concrete, domestic | (oz.) | 4.50  | Geranyl-Acetate              | 5.50                               |       |  |
| Amber, rectified              | 1.25   |        | Orris Root, absolute.. (oz.)   | 57.00 |       | Heliotropin, domestic        | 2.75                               |       |  |
| Amryis balsamifera            | 4.50   | 5.00   | Parsley                        | 3.50  |       | Indol, C. P. (oz.)           | 9.00                               |       |  |
| Anise, "lead free U. S. P."   | .65    |        | Patchouly                      | 9.25  |       | Iso-Butyl-Salicylate         | nominal                            |       |  |
| Aspic (spike) Spanish         | .95    | 1.20   | Pennyroyal, American           | 2.50  | 2.75  | Linalool                     | 6.00                               | 7.00  |  |
| French                        | 1.25   | 1.50   | Pennyroyal, French             | 1.75  | 2.00  | Linalyl Acetate              | 8.75                               |       |  |
| Bay, Porto Rico               | 3.00   | 3.50   | Peppermint                     | 3.35  | 3.45  | Linalyl Benzoate             | nominal                            |       |  |
| West Indies                   | 2.85   |        | Peppermint, redistilled        | 3.75  | 4.00  | Methyl Anthranilate          | 4.00                               |       |  |
| Bergamot, 35-36 per cent.     | 3.85   | 4.00   | Petit Grain, So. American      | 2.00  | 2.25  | Methyl Cinnamate             | 5.00                               | 5.50  |  |
| Birch sweet N. C.             | 2.50   |        | Petit Grain, French            | 10.00 | 11.00 | Methyl Heptenone             | 9.00                               |       |  |
| Penn. and Conn.               | 3.25   |        | Pimento                        | 2.25  |       | Methyl Heptene Carbon        | 45.00                              | 50.00 |  |
| Birchtar, crude               | 2.00   |        | Pine Needles, from Pinus       |       |       | Methyl Paracresol            | 12.50                              | 15.00 |  |
| Birchtar, rectified           | 3.00   |        | Sylvestris                     | 2.50  | 2.75  | Methyl Salicylate            | .41                                | .45   |  |
| Bois de Rose, Femelle         | 3.00   |        | Rose, Bulgaria (oz.)           | 7.25  | 7.50  | Musk Ambrette                | 12.00                              |       |  |
| Cade, U. S. P. "IX"           | .60    | .75    | Rosemary, French (lb.)         | .90   |       | Musk Ketone                  | 11.00                              | 12.00 |  |
| Cajeput, Native U. S. P.      | .75    |        | Rosemary, Spanish              | .60   | .70   | Musk Xylene                  | 2.75                               |       |  |
| Calamus                       | 4.25   | 6.00   | Rue                            | 4.00  |       | Nonylic Alcohol              | nominal                            |       |  |
| Camphor, Jap. "white"         | .20    | .22    | Sage                           | 3.75  |       | Phenylacetaldehyde           | 7.25                               | 7.75  |  |
| Cananga, Java                 | 2.90   |        | Sandalwood, East India         | 7.00  | 7.25  | Phenylethyl Alcohol          | 6.50                               |       |  |
| Cananga, Java, rectified      | 4.00   | 4.25   | Sassafras, artificial          | .50   | .55   | Phenylacetic Acid            | 3.00                               |       |  |
| Caraway Seed                  | 4.50   | 4.75   | Sassafras, natural             | .85   | 1.00  | Rhodinol, domestic           | 18.00                              |       |  |
| Cardamon, Ceylon              | 18.00  | 20.00  | Savin, French                  | 3.80  | 4.00  | Rhodinol, foreign            | 18.00                              |       |  |
| Carvol                        | 6.00   |        | Snake Root                     | 17.50 |       | Safral                       | .55                                | .60   |  |
| Cassia, redistilled, U. S. P. | 1.90   | 2.00   | Spearmint                      | 3.25  | 3.50  | Skatol, C. P. (oz.)          | 57.00                              |       |  |
| Cedar Leaf                    | .90    | 1.00   | Spruce                         | 1.10  | 1.20  | Terpineol, C. P., domestic   | .50                                |       |  |
| Cedar Wood                    | .30    | .35    | Tansy                          | 9.50  | 10.00 | Terpineol, C. P., imported   | .75                                |       |  |
| Celery                        | 10.00  |        | Thyme, French, red.            | 1.20  | 1.25  | Terpinyol Acetate            | 1.75                               |       |  |
| Cinnamon, Ceylon              | 15.50  |        | Thyme, French, white           | 1.50  | 1.60  | Thymol                       | 4.30                               |       |  |
| Citronella, Ceylon            | .70    | .75    | Thyme, Spanish, red.           | 1.25  | 1.40  | Violet, artificial           | 8.00                               | 17.00 |  |
| Citronella, Java              | .80    | .85    | Vetivert, Bourbon              | 5.50  |       | Vanillin (oz.)               | .50                                | .55   |  |
| Cloves, Bourbon               | 3.00   | 3.25   | East India                     | 30.00 |       | BEANS                        |                                    |       |  |
| Cloves, Zanzibar              | 2.65   | 2.75   | Wintergreen, Southern          | 4.75  |       | Tonka Beans, Para            | 95                                 | 1.00  |  |
| Copaiba                       | .40    | .50    | Pennsylvania                   | 6.75  |       | Tonka Beans, Angostura       | 2.00                               | 2.25  |  |
| Coriander                     | 12.50  | 13.00  | Wormseed                       | 2.75  | 3.00  | Vanilla Beans, Mexican       | 12.00                              | 18.00 |  |
| Croton                        | 1.50   |        | Wormwood                       | 11.50 |       | Vanilla Beans, cut           | 8.00                               | 9.00  |  |
| Cubebs                        | 6.50   | 7.00   | Ylang-Ylang, Manila            | 38.00 |       | Vanilla Beans, Bourbon whole | 3.25                               | 3.50  |  |
| Cumin                         | 7.50   | 7.75   | Ylang-Ylang, Bourbon           | 12.00 | 14.00 | Vanilla Beans, Bourbon cut   | 2.75                               | 3.00  |  |
| Dillseed                      | 4.50   |        | DERIVATIVES AND CHEMICALS      |       |       |                              | Vanilla Beans, Tahiti yellow label | 2.25  |  |
| Erigeron                      | 1.25   | 1.50   | Acetophone                     | 4.75  |       | White label                  | 2.50                               |       |  |
| Eucalyptus, Aus. 70%          |        |        |                                |       |       |                              |                                    |       |  |

## BEANS

|  |        |       |
|--|--------|-------|
| Tonka Beans, Para.....                   | .95-   | 1.00  |
| Tonka Beans, Angostura.....              | 2.00-  | 2.25  |
| Vanilla Beans, Mexican.....              | 12.00- | 18.00 |
| Vanilla Beans, cut.....                  | 8.00-  | 9.00  |
| Vanilla Beans, Bourbon whole .....       | 3.25-  | 3.50  |
| Vanilla Beans, Bourbon cut .....         | 2.75-  | 3.00  |
| Vanilla Beans, Tahiti yellow label ..... | 2.25-  |       |
| White label .....                        | 2.50-  |       |

SUNDRIES

|                                     |        |         |
|-------------------------------------|--------|---------|
| Alcohol cologne spirits gal-<br>lon | 4.75-  | 4.90    |
| *Ambergris, black... (oz.)          | 10.00- | 18.00   |
| Ambergris, gray                     | 28.00  |         |
| Chalk, precipitated                 | .03-   | .05     |
| Civet horns (oz.)                   | 2.85-  |         |
| Lanolin anhydrous                   | .22-   | .24     |
| Lanolin anhydrous                   | .24-   | .28     |
| Menthol                             | 6.50-  | 6.75    |
| Musk, Cab., pods... (oz.)           |        | nominal |
| Musk, Cab., grains... (oz.)         |        | nominal |
| Musk, Tonquin, grains<br>(oz.)      | 38.00- | 40.00   |
| Musk, Tonquin, pods. (oz.)          | 25.00- | 26.00   |
| Orris Root, Florentine,<br>whole    | .09-   | .10     |
| Orris Root, powdered and<br>gran.   | .12-   | .13     |
| Rice Starch                         | .12-   | .16     |
| Talc. Italian (ton)                 | 45.00- | 60.00   |
| Talc. French (ton)                  | 22.50- | 50.00   |
| Talc. domestic (ton)                | 18.00- | 40.00   |

\*Normal.

## THE MARKET

(Continued from page 324)

quoting up to \$12 a pound. A similar acute scarcity exists in choice qualities of lavender oil, although last advices from primary centres were that this year's crop was being held for practically the same prices as prevailed a year ago. French petit grain oil has been sky-rocketing on buying in anticipation of the tariff, sales having been made at \$8, which, plus the duty, makes a delivered price of \$10 to \$11. Bourbon ylang-ylang essential oil also has shown strong tendencies, with sellers naming \$10 to \$14 a pound. Bulgarian rose oil is weaker at \$7.25.

Oil of peppermint is the outstanding feature of domestic productions. Definite confirmation of the fact that this year's crop in Michigan and Indiana will be only 60 per cent normal has been received here. Prices have been advancing rapidly until bulk oil is held at \$3.35@3.50 a pound, while the redistilled commands \$3.65@3.75.

## Aromatic Chemicals

With few exceptions there has been an almost general advance in selling prices for aromatic chemicals utilized by the perfumery and allied trades in response to tariff legislation. Perhaps as important a feature as any other in the general run of aromatics has been the unusually good demand which has made itself felt for vanillin for which the principal sellers have been asking from 50 to 55 cents an ounce. Although \$3.50 a pound is still quoted by the principal producers of coumarin, it is understood that deliveries have been decidedly backward with the result that spot goods have generally been commanding a premium of 25 cents. Domestic producers have advanced the schedule of prices for U. S. P. benzaldehyde to \$1.75@2 a pound, as in addition to the higher tariff under the coal tar classification it will be assessed on the American valuation basis. Carvol has jumped fully \$1 a pound in sympathy with oil of caraway seed. An advance of 10 cents is named in diphenyl-oxide to 85 cents and \$1 a pound. The tariff has influenced an advance of 50 cents in foreign geraniol. Artificial musks have developed a scarcity while musk ketone has been raised about \$2 a pound.

## Natural Perfumery Products

Menthol has developed stronger tendencies in keeping with a better seasonal demand from manufacturers of menthol inhalers as well as from the manufacturers of pharmaceuticals, with last spot prices on the basis of \$6.50@6.75 a pound. Importations of thymol have been more liberal of late and offerings are made more freely at as low as \$4.30 a pound. An upward movement has featured the market on lanolin with the hydrous advanced to 22@24 cents a pound and the anhydrous to 24@28 cents. There is a wide range of prices for ambergris, according to quality, but a fair valuation for the black would be \$8 to \$12, while the gray is held at \$28. Manufacturing and distributing houses which utilize alcohol have been co-operating with Government officials to correct the delays and red tape obstacles which have proved stumbling blocks to the legitimate users of industrial alcohol.

## Vanilla Beans

In the face of practically the largest sales of vanilla extract on record there has developed as acute a situation in vanilla beans as has ever been witnessed. Stocks of Mexicans are virtually exhausted, according to advices received in this market, which indicates that from \$12 to \$18 is being paid, although stocks have shrunk to such low proportions that it is doubtful if as much as 5,000 pounds of vanilla could be secured from any one seller. Altogether there are less than 25,000 pounds of Mexican vanilla available to take care of consuming requirements for the next twelve months. There may be some arrivals of cut Mexican beans during March, but no whole beans are expected until May, June and July of next year.

To further aggravate the acute vanilla shortage it is now confirmed that the coming crop of Bourbon vanilla which were to be used to fill the gap caused by the shortage of Mexicans will be fully 33½ per cent short. All stocks of Bourbon vanilla at Marseilles and Bordeaux have been cleared, it is reported.

## FOREIGN CORRESPONDENCE

(Continued from page 324)

France second and the United States third. In 1920 and 1919 France led in perfumed waters, with Great Britain second and United States third. The 1921 figures indicate considerable gains.

## JAPAN

REFUND OF EXCISE TAX ON ALCOHOL FOR INDUSTRIAL USE.—A Japanese imperial decree of June 28, 1922, grants the privilege of refund of revenue taxes paid on alcohol used in the manufacture of soap, camphor, alcoholic beverages, and alcohol denatured by processes conforming to the Government regulations, and of perfumes and toilet water for export. Documents must be presented furnishing comprehensive details of the origin and use of the alcohol. In the case of perfumes and toilet water, export permits or equivalent documents must also be presented.

## HONDURAS

REDUCTION OF IMPORT DUTIES ON SOAP.—A congressional decree reduces the duties on common soap, tallow, natural greases, and candles imported into Honduras, effective June 1, 1922. The old and new tariff schedules are as follows, in pesos:

|   | Former<br>duty,<br>Per ½ kilo | New<br>duty,<br>Per ½ kilo |
|---|-------------------------------|----------------------------|
| Common soap, unscented, in cakes, bars, or paste .....    | 0.10                          | 0.04                       |
| Tallow, raw, and greases classified as natural .....      | .10                           | .02                        |
| Candles of stearin, sperm, paraffin, or composition ..... | .08                           | .04                        |

Duties are paid half in U. S. currency and half in Honduras currency.

## SEYCHELLES.

CINNAMON LEAF OIL, THYMOL AND VANILLA.—The British Colonial Office report on the Seychelles for 1919, just issued, states that during the year forty-four cinnamon-leaf oil distilleries worked, producing 24,430 litres, which fetched high prices on the London market. The high prices induced planters to erect more distilleries towards the end of the year. The value of this product is increasing. Ocimum viride oil, produced in the colony experimentally on the recommendation of Professor Dunstan, was found to contain over 50 per cent of thymol, and the culture of this plant, which grows well as an intercalary crop, is being taken up. Vanilla is cultivated at present only in a few spots in South Mahe and Praslin. The crop hardly reached four tons for 1919. Researches in connection with the treatment of the disease are in progress. It has been found that the manufacture of copra and the distillation of essential oils pay better than vanilla culture in the worn-out soils of the colony.

## YUGOSLAVIA

IMPORTATION OF LUXURIES.—The budget law of June 30, 1922, cancels from July 1 the prohibition on the importation of luxuries into Yugoslavia imposed by a ministerial decision of March 1, 1922. This removal, however, is conditioned upon an advance in the agio increasing the duty on such imports.

Perusal of the advertising pages is no less a duty than scanning the text pages of this journal every month.



### SOAP IN THE NEW TARIFF LAW

Our Washington correspondence gives the text of those parts of the new Tariff Law that affect the soap industry. Some changes were made in the final disposal of soap materials. The fight of the manufacturers to put coconut oil on the free list was almost won once, but later was lost. Still the rate was kept down to 2 cents, despite the Senate's attempt to fix it at 4 cents per pound.

Section 82 was amended in the closing hours so that it reads: Castile soap, 15 per cent ad valorem; toilet soap, 30 per cent ad valorem; all other soap and soap powder not specially provided for, 15 per cent ad valorem.

Details of soap material duties will be found in our reprint of the official text.

### GERMAN POTASH PRICES RISING

German potash prices will be raised 3 per cent on October 1 to meet the rising costs of coal and labor, the Commerce Department has been advised by Trade Commissioner Alfred P. Dennis, at Berlin. The reported accord between German and Alsatian potash groups to establish a monopoly and raise prices, however, he reported, had been denied by officers of the German potash syndicate.

The output of German potash for 1922 was estimated in the advices at 1,250,000 metric tons, compared with 921,000 tons last year, while the former German potash mines in Alsace will yield 120,000 tons of potash in 1922. The Alsatian export capacity this year was estimated at 60,000 tons and the German export capacity at 400,000 tons.

### NEW U. S. SOAP SPECIFICATIONS

The Bureau of Standards on July 27, this year, issued new specifications for the various types of soap used by the various departments of the United States Government. These are contained in a publication known as "Circular of the Bureau of Standards."

- No. 123—Specification for White Floating Soap.
- No. 124—Specification for Liquid Soap.
- No. 125—Specification for Soap Powder.
- No. 126—Specification for Salt Water Soap.
- No. 127—Specification for Automobile Soap.
- No. 128—Specification for Chip Soap.
- No. 129—Specification for Ordinary Laundry Soap.
- No. 130—Specification for Grit Cake Soap.
- No. 131—Specification for Compounds (a) and (b) for Floors and Soaps Scouring Compound (c).
- No. 132—Specification for Hand Grit Soap."

These new specifications are very much fuller than those formerly issued to bidders and contain not only the general specifications but also give the methods for sampling of the soap and the laboratory examination methods of analysis.

They are decidedly more valuable than the old specifications which usually consisted of a single sheet with very meager information.

Copies of these specifications may be obtained for five cents each from the Superintendent of Documents, Government Printing Office, Washington, D. C.

### USE OF HEXALIN AND METHYLHEXALIN IN SOAPMAKING\*

Interested by the various accounts that have already been published in trade papers concerning the use of hexalin and methylhexalin in soapmaking, I felt induced to experiment with these new products in order to be able to form my own opinion concerning them.

For the sake of those who have not yet read the articles published concerning the two new products, I will give a brief summary in order that they may understand the subject better. Hexalin and methylhexalin are hydrogenated phenols which, according to the statements of the authors of the papers mentioned, have the property of dissolving fats, oils, resins, etc., easily and completely, as well as dissolving magnesium and calcium soaps. This solvent power, they maintain, persists to a noticeable degree even in aqueous soap solutions.

These are such notable characteristics that a soap manufacturer can not pass them by carelessly, if he does not wish to be left behind,—rather, he is forced to give the new products his whole attention. Moreover, as I found the results verified throughout by the experiments already made, I certainly believe that the use of methylhexalin, in particular, which is cheaper than hexalin and which is generally perfectly satisfactory for soapmaking will soon be considerable.

Although, in my opinion, by far the greatest possible use for the hydrogenated phenols in soap manufacture lies in textile soap making, I wished to carry out my first experiments, the only ones that I am going to describe here, with an ordinary hard washing soap. I did this because it offered me a better opportunity for making practical washing experiments in my own or in my friends' households, and because I know how valuable the judgment of a capable, experienced housewife is in this respect.

I therefore made up a mixture of one-half palm kernel oil fatty acids and one-half tallow fatty acids. I allowed the whole quantity to melt and mix together thoroughly. Then I determined the saponification number of the mixture as well as the content of actual caustic soda in the 38 degree caustic lye used, in order to calculate the quantity of lye required for the saponification of every 100 kilos of

\* From Seifensiederzeitung, April 6, 1922, p. 238.

the fatty mixture. Almost exactly 50 kilos of lye were used for this. I placed this in a small jacketed kettle, provided with a mechanical stirrer, which is particularly well adapted for such experiments, and heated to 65° C. Then 100 kilos of the fatty acid mixture were weighed and thoroughly mixed with 7½ kilos of methylhexalin. After the stirring apparatus had been put in operation, this mixture was added slowly to the lye.

The addition of the methylhexalin to the fatty mixture before saponification can occur here without hesitation because these hydrated phenols have a very high boiling point compared to other dissolving media, such as benzene, carbon tetrachloride, or the like, which evaporate at a comparatively low temperature; and also because, as will be shown later, particularly in experiments with neutral fats, they have the advantage of favorably affecting the process of saponification. The saponification proceeded very smoothly and was finished in a very short time. In order to make the soap a little more fluid I now added 15 kilos of 30 degree carbonate of potash solution, and obtained a beautiful granular soap in the kettle which was perfectly, clearly soluble and could be regarded as practically neutral according to the phenolphthalein test. I did not wish to use perfume, as I did not wish to influence the opinion concerning the smell of the soap when used. Therefore the soap was next poured into a form to cool.

I repeated the experiment, which had taken only a short time, with 100 kilos more of the fatty acid mixture. But this time I mixed 15 kilos of methylhexalin with it. I then made two more experiments with 7½ and 15 kilos of hexalin respectively. All these experiments were carried out in the same way and gave the same equally good results.

After the soap had grown cold and was cut into bars, comparisons could be made between them, as well as with similar soaps made without the addition of hexalin or methylhexalin.

As was anticipated, the color of the soap was not changed in any way, as the hydrogenated phenols are produced clear of water.

The smell that always appeared distinctly in soaps that had an addition of 10 per cent was not disagreeable as is often the case in soaps which contain benzene, etc.

The hardness of the soap did not suffer. The soaps with the addition were just as hard as those without it. The soaps lathered very well and the suds were thick and permanent.

And now came the actual washing tests, that are not easily carried out if one wishes the most unbiased opinion possible. Pieces of laundry were soiled as nearly uniformly as possible, even with fat and oil. Then they were treated with the different soaps, with and without the addition, under the same conditions. A strikingly greater cleansing power was evident in the soaps with the 10 per cent addition of hexalin and methylhexalin, compared with the soaps that had no such addition. Fatty dirt in particular, which could be removed by ordinary soap only with the help of a considerable amount of added soda and by long rubbing, was dissolved by washing with the soap containing 10 per cent of methylhexalin comparatively easily and completely and without rubbing the pieces of laundry too much. The advantage of using soaps that contain a sufficiently large percentage of the hydrogenated phenols was in this case very obvious. The benefits included time-saving, thorough cleansing and greater saving of the laun-

dry with less consumption of washing materials. With the high prices which must be paid today for wages, for expensive clothes and for the washing materials themselves, these advantages are extremely great and will certainly soon become known to the consumers.

The results obtained seem to me so good that I shall continue the experiments with other soaps, particularly with textile soaps, in order to be able to form an opinion about these also. In the interests of all and because of the great significance of this subject for German soap manufacture, I shall report on these further experiments also.

## ANALYSIS OF PARTIALLY SPLIT FATS

By DR. W. FAHRION.

By the autoclave process, by the Twitchell process, and in the refining of fats and oils there are obtained mixtures of fatty acids with neutral fat, which usually come into commerce under the name of fatty acids. These mixtures, which are of some importance to the soap manufacturer, may be analyzed by determining the acid number and the saponification number and calculating the per cent of fatty

100 x Acid No.

acids by the formula  $x = \frac{\text{Sapon. No.}}{\text{Acid No.}}$ , which is de-

derived from the proportion  $x : 100 :: \text{Acid No.} : \text{Sapon. No.}$  This method is subject to two sources of error which, however, counteract each other fairly well when the mixture consists of equal parts of fatty acid and neutral fat.

## Determination of the Degree of Splitting in Fats

By PROF. DR. D. HOLDE.

The two sources of error referred to in the above article may be excluded if one employs the formula proposed by

100 x Acid No.

Davidsohn:  $x = \frac{n}{N} \times 100$  in which  $n$  signifies the acid

number of the total fatty acids contained in the split fat. In this case it will be necessary, of course, after determining the acid number, to separate the total fatty acids after saponifying, and to determine their acid number. The soap manufacturer is interested, of course, in knowing what part of the fat may be saponified with soda and what proportion will require caustic. The determination of the degree of splitting should therefore include a gravimetric determination of the free fatty acid which is extracted by soda from a solution of the fat in ether or petroleum ether, and a determination of the unsaponifiable matter as well. —*Chemische Umschau*.

## Soap Nearly Equals U. S. Navy's Tonnage

Based on the census figures given in our last issue, (2,432,591 pounds, or 1,216,295 tons), if all the soap that is manufactured annually in the United States could be floated—it would represent a tonnage not greatly less than that of the United States Navy, battleships, cruisers, destroyers, submarines, transports and all.

Figured on the basis of the present estimated population of the country there is produced each year twenty-two pounds of soap for every person in the country, although there is perhaps no commodity which varies more in point of individual consumption than this one. More soap is being produced in proportion to the population than in the output of twenty years ago—about five pounds more for every individual in the country.

## STAGES IN THE MANUFACTURE OF FATTY ACIDS

The manufacture of fatty acids consists of several stages, writes Mr. H. Voss in the *Chemiker Zeitung*, as abstracted by the *London Oil & Color Trades Journal*, viz., decomposition of the neutral fats by oxides of alkaline earths or metals (or by the fermentative process); decomposing the resulting soaps with mineral acids; drying the fatty acids; treatment with sulphuric monohydrate, followed by steaming to decompose the sulphate of oxystearic acid; drying; distillation; crystallization and pressing; purifying and concentrating the glycerine liquor; and treatment of the residues. There are several known methods for effecting the primary decomposition of the fats, but the only one extensively employed in candle making is the autoclave process.

In carrying out this process on a practical scale, it may be assumed that a ton of fat is to be treated every 12 hours, and the dimensions and quantities specified hereinafter are based on that scale. The fat must first be melted down and pre-heated to about 120° C., in order to avoid dilution of the glycerine liquor in the autoclave, and also to allow impurities to settle down. If much dirt is present, a preliminary filtration is advantageous, since protein and cellular matter are liable to char in the autoclave and discolor both the fatty acids and the glycerine. The (jacketed) melting pan should have a capacity of about 300 gals., and be made of wrought iron of sufficient strength for a working pressure of 4 atmospheres. It must be provided with stirrers, and the cover be provided with a discharge pipe for the vapors and a scum gutter round the edge. Other fittings include steam inlet and outlet pipes, a safety valve, and a bottom cock for drawing off the fat. The steam consumption will be about 35 lb. per hour.

The fat is decomposed with milk of lime, containing 15 per cent of CaO (density 15° B.), prepared by slaking the lime in a pan large enough to hold a week's supply underneath the perforated false bottom provided to retain any insoluble matter.

The autoclave is a copper cylinder with domed base and top, the latter being provided with a manhole, the cover of which carries all the fittings except the feed-cock for the milk of lime. The height of the cylinder is 2½-3 times the diameter. Copper may be replaced by iron lined with aluminium, or by aluminium alone, the choice depending on the relative cost. The autoclave should have a capacity double the quantity of fat to be treated, and be fitted with the necessary valves for steam and fat, safety valve, pressure gauge, relief valve, and sampler, all of bronze.

The vessel having been warmed up by the admission of steam, the fat and milk of lime are run in (the proportion of the latter being 12-15 per cent, equivalent to about 3 per cent of CaO), followed by the gradual admission of steam until all the air is expelled. At first the steam condenser and the pressure rises but slowly, the contents of the vessel being kept in a state of agitation, which, however, ceases when the pressure-gauge indicates the attainment of the full working pressure, especially if the steam outlet valve is eased a little. The apparatus being well insulated, there is then little loss of heat and the operation proceeds automatically. At the end of about five hours the first sample is taken, and hourly thereafter, to check the progress of the decomposition. When this attains 94-97 per cent of the neutral fat, steam is shut off, and after a rest of

20 minutes the glycerine liquor is drawn off into a collecting vat, and the fatty acid into a similar receptacle, the autoclave being then ready for a fresh charge.

Practical trials with a mixture of tallow and palm oil in equal proportions have shown that about two-thirds of the neutral fat mixture decomposed after the first hour in the autoclave, and 94½ per cent in 6 hours; and as the final portions decompose much more slowly, it is uneconomical to continue beyond 94-97 per cent. The quantity of steam required for the process is approximately 10 per cent of the weight of fat treated, about 3 per cent being consumed in heating the autoclave and 1½ per cent condensed in the apparatus. Since both these last amounts are found in the glycerine liquor it is easy to calculate the volume and strength of the latter from the water content of the milk of lime and the glycerine content of the neutral fat.

The boiler supplying the steam should be capable of providing it at a working pressure of 12 atmos., and if the ordinary works boiler is not up to this standard, a special boiler will be required for the autoclave. A water-tube boiler is preferable, with a heating surface of about 125 sq. ft., so that it can furnish about 80 lb. of steam per hour.

The glycerine vats are of oak, pitch-pine, or iron, lined with lead, and of a capacity of about 300 gals., or sufficient to hold the glycerine liquor (about a ton) from two 1-ton charges of the autoclave, leaving a free space about 12 inches deep above the level of the liquor. A copper steam coil, with a heating surface of about 18 sq. ft., is arranged about 4 inches from the bottom. The hot glycerine liquor is treated with enough thick (but fluid) milk of lime to produce a weak alkaline reaction, and convert the final traces of neutral fat into lime soap (which is skimmed off and returned to the autoclave treatment). The steam consumption in this vat is about 45 lb. per hour. The liquor is then neutralised with sulphuric acid, and passed through a filter press, working under a head of 10/12 ft., which discharges into a purified liquor tank.

Two vats of the same material as the liquor vats, and each holding some 550 gals., will be required for the fatty acid; and these must be fitted with steam coils (40 sq. ft. heating surface), and with sampling cocks at different heights, in addition to the draw-off cocks for water and fat. Hot water is mixed with a fatty acid to wash out the residual traces of glycerine, the washings being used for preparing the milk of lime. The steam consumption is about 65 lb. per hour.

After settling, the fatty acid and lime soap are transferred to shallow, rectangular, lead-lined iron tanks, 2-3 ft. in depth, and provided, about 6 inches from the bottom, with a hinged, lead-coated copper steam coil (40 sq. ft. heating surface). Here the lime soap is decomposed with sulphuric acid, for which purpose, assuming the autoclave charge to have consisted of 66 lb. of lime, 116 lb. of monohydrate (chamber acid) will be needed, theoretically, 1-2 per cent more being actually required in practice. After boiling 2-3 hours, until the lime soap is all decomposed, the fatty acids are left to separate out, and are transferred to lead-lined pine or iron washing vats, holding about 550 gals. each, where they are washed with hot water and direct steam from an acid-proof perforated coil. Where the fatty acids are to be distilled, they must be washed until perfectly neutral effluent is obtained; but where they are to be acidified less care is needed, and the washing may be performed in the decomposing tanks and run directly into the drying vats. These latter are similar to the acid vats, and are fitted with a copper coil having a heating surface of about 35 sq. ft., as well as an air blast.

The acidifier serves the purpose of transforming a portion of the oleic acid into the sulphuric ester of oxystearic acid, which is then split up into the two acids by boiling with water, the oxystearic acid, in turn, furnishing iso-oleic acid and water on distillation. The vessel, which has a capacity of about 350 gals., is made of acid-proof ferro-silicon, and is fitted with a stirrer of the same material. The hood has a manhole with tight-fitting cover, and the lower part of the vessel is jacketed so as to give a heating surface of about 30 sq. ft. The vessel is pre-heated

with steam, and the heating is continued until the charge of fatty acid attains a temperature of about 120° C. The stirrer is then set to work, and the sulphuric monohydrate is forced in by an air blast at such a rate that it will be thoroughly incorporated with the charge in about 1½ hours. After stirring for an hour longer, taking care that the temperature does not rise above 130° C., the contents are run off into a washing tank of the kind already described. Here, after boiling to decompose the sulphonated fatty acid, the oxystearic acid (contaminated with carbonized organic matter) is washed until the washings run away neutral, and the acid is dried as described above, special care being taken to expel all the moisture, so as to prevent priming in the still.

The distillation plant is of the ordinary vacuum-still type, which, although having little influence on the working temperature or output capacity, offers the advantage of precluding any dangerous internal pressures. The distillates are collected in receivers, from which they are delivered, by air pressure, into delivery casks, or into the cooling-room tanks, when the solid acids are to be separated out, by crystallization, for candle making.

The stills are preferably made of acid-resisting cast iron, which is just as good as copper for this purpose; but the condensers of copper or aluminum, whichever is cheaper. The receivers are of lead-lined iron, copper, or aluminum. The flue of the still fire is provided with a superheater. The condenser is cooled with air and water (water alone in the case of candle material), the temperature of the latter being higher than the setting point of the distillate.

The stills have a capacity of about 250 gals., the heating surface of the steam coil being about 26 sq. ft. and the surface of the condenser coil about 125 sq. ft. The charge consists of about 16 cwt. of dry fatty acid, pre-heated to about 130° C. When the contents reach 150° C., superheated steam is slowly turned on, and at about 240° C. the fatty acids begin to pass over. In about three hours 7 cwt. of distillate will be obtained, and the deficiency in the still is made good with fresh charge. Towards the end of the operation, the still temperature rises to about 280°, and the undistilled charge darkens in color. When a cooled sample is soft enough to take the impression of the finger nail without, however, sticking to the finger, the fire is drawn, to prevent cooking, and the pitch is run off, the still being then ready for a fresh charge. Good fats yield 2-4 per cent of pitch, herring oil 8-14 per cent, and wool fat up to 35 per cent. The operation takes about 10 hours from start to finish, and consumes about 7 cwt. of steam, the coal consumption being ¼ cwt. per hour. The moist air in the still is removed by a pump provided with a jet condenser and driven by any suitable means.

To separate the stearin from the olein, the distillate is transferred to shallow crystallizing pans corresponding in dimensions to the plates of the hydraulic press. The total capacity of the pans should be three times as great as the volume of fatty acids to be dealt with in a 12 hour day. The tinned steel stampings forming the pans are 2½-3 inches deep on three sides, the fourth having an overflow rim about 2 inches high, so that the cakes will not exceed this thickness. The crystallizing process takes 12-24 hours, according to the external temperature, but is accelerated, in large works, by artificial cold.

The crystallized cakes are wrapped in camel-hair cloths and treated in hydraulic presses, the first pressing being cold, the second with warmed plates. The working pressure is 300-400 atmospheres. The movable press plates in the vertical presses are self-adjusting at uniform distance when the press is opened, so that they do not have to be taken out for recharging; but this arrangement is only provided in the warm presses of the horizontal type. The plates are of sheet steel, about ¼ inch thick for the cold press and 1½ inches for the warm press, the latter being bored for the passage of the heating steam. The cold pressing takes 3-4 hours, but the second pressing only 1-1½ hours, so that the number of plates used in the latter operation can be proportionately smaller.

The presses are operated by water or oil under pressure, the pumps having 2-6 plungers according to the number of presses. The cold process is carried on with a pressure of about 75 atmos., and the hot pressing at 350 atmos. In

large works, accumulators are used to equalize the pressure.

The olein running from the press gutters is collected and stored in a cool room, for the separation of any residual solid acid. The acidification process reduces the yield of olein from 45 per cent of the original weight of fat to 35 per cent, and this conversion cannot be increased, since the sulphuric acid, if used in larger proportion, attacks the solid fatty acids. The cooling vats should have an aggregate capacity sufficient to hold 8-14 days' output, this being the time required for the complete deposition of the solid acids contained in the olein. The latter is finally strained off in a filter press, the solid cakes being returned to the fatty acid distillate. The filter press is of the chamber pattern, working under a pressure equivalent to a head of about 14 ft., and the cakes should not be more than 1 inch thick.

The glycerine liquor varies in concentration between 3 and 12 per cent, according to the purity of the original fat and the efficiency of the insulation of the autoclave. In the case under consideration, the process will furnish about 1,140 lb. of 11 per cent glycerine liquor, of sp. gr. 1.026 (3.8° B.). If not to be refined, this liquor must be concentrated to 28-30° B., preferably in vacuum pans of copper, or iron with bronze bottoms and brass coils. The amount of water to be expelled can be determined by the equation  $W = Q(1 - g_o/g)$ , in which  $W$  represents the weight of water to be removed,  $Q$  the weight of glycerine in the liquor,  $g_o$  the original gravity, and  $g$  the final gravity. In the present case  $W = 730$  lb. of water to be driven off every 12 hours, and as this quantity is small it is preferably to treat a week's output at a time, viz., about 3 tons of liquor, containing 2 tons of water, which will require a vacuum pan with a heating surface of about 65 sq. ft.

The residues from the whole process consist of gypsum, sweepings, and other fatty substances. These are collected in a shed, left to dry and mixed with coke breeze, sawdust, or dry sand, and extracted with benzine or trichloroethylene, the latter being preferable as being unflammable. About 20-30 per cent of dirty fat is recovered, which can be purified in the stearin works. The amount of waste to be treated in this way is about 12 per cent of gypsum and half that quantity of other waste, calculated on the original weight of fat taken.

#### PHENOLPHTHALEIN REACTION IN SOAPS.

In our June issue, Page 191, we printed a lengthy and interesting article by K. L. Weber on "Phenolphthalein as a Reagent on Caustic Alkali." Th. Legrandini, (*Z. deut. Oel-Fett-Ind.*, 42, 314), now contributes an article on the "Phenolphthalein Reaction of Soaps," which *Chemical Abstracts* summarizes as follows: A hot alcoholic solution of a K soap gave a red color with phenolphthalein, disappearing on cooling and reappearing on second heating. When excluding atmosphere CO<sub>2</sub> during cooling, the reheated solution retained its red color. An alcoholic solution of K<sub>2</sub>CO<sub>3</sub> behaved in the same way, but parallel tests with Na<sub>2</sub>CO<sub>3</sub> showed absence of color in all cases. It seems that hydrolysis occurs in hot alcoholic solutions of K<sub>2</sub>CO<sub>3</sub> and K soaps but does not occur in the corresponding Na compounds. Washed CO<sub>2</sub> gas was next passed at room temperature into an alcoholic solution containing about 15% liquid fatty acids: A turbidity occurred which upon heating to 70-80° disappeared. Evidently the soap decomposed by CO<sub>2</sub> at ordinary temperature, liberating fatty acids; it is possible that the presence of these acids is responsible for the greater lathering power of K soaps, since Na soaps increase their lathering power by the addition of free fatty acids.

#### Woman Scientist Studies Oleoresin Production

In a bulletin just issued, Dr. Eloise Gerry, of the Forest Products Laboratory, Forest Service, describes the production of oleoresin from which turpentine and rosin are made and describes systems and their results, together with making suggestions for future production and research. It may be obtained free of charge by writing to the Department of Agriculture and asking for Oleoresin Production, Bulletin No. 1064.

## U. S. SOAP EXPORTS IN JUNE

Domestic exports of soaps of all kinds during June totaled 8,390,375 pounds, valued at \$532,567, according to the U. S. Bureau of Foreign and Domestic Commerce. This compares favorably in quantity, if not in value, with 6,578,240 pounds, valued at \$719,131, exported in May. Of the June shipments, 620,345 pounds, valued at \$235,295, was toilet or fancy soap, and the balance laundry and other kinds.

Of the seventy-seven countries or localities listed as destinations England received the most toilet soap, 113,218 pounds, valued at \$62,859; Mexico the most laundry soap, 3,137,163 pounds, valued at \$219,190; Cuba the most of other kinds, 245,129 pounds, valued at \$23,768.

## JAMAICA LIKES U. S. SOAPS

In spite of the tariff duty of 20% ad valorem on fancy soaps and perfumery, considerable quantities are imported into Jamaica, according to the American Consul at Kingston. The British and Canadian products have a 25% preference. In 1920, the last year for which statistics are available, there were 5,076,562 pounds of common soap imported, valued at \$533,208, and of this 251,722 pounds valued at \$26,435 was from the United States, while the remainder being from Great Britain. The report adds: "American fancy soap has always led in this market and in 1920 over 50% of this kind of soap was imported from the United States. The United States also leads in the importations of perfumery."

## June Vegetable Oil Exports and Imports

Vegetable oils, expressed, exported from the United States in June totaled 3,852,362 pounds and were valued at \$457,189, according to the records of the U. S. Bureau of Foreign and Domestic Commerce. This compares with 4,462,759 pounds, valued at \$531,939, exported in May. Fifty-six foreign countries or localities shared in the receipt of these oils, Canada, Cuba and Mexico being the largest customers.

Imports of vegetable oils into the United States in June were as follows: (May figures in parenthesis for comparison): Coconut oil, 1,633,909 gallons, valued at \$897,867 (2,181,452 gallons, valued at \$1,189,956); 49,035 gallons, valued at \$47,889 (27,188 gallons, valued at \$22,335); edible olive oil, 823,775 gallons, valued at \$1,225,060 (866,179 gallons, valued at \$1,349,620). The totals are:—2,506,719 gallons, valued at \$2,173,816 (3,074,819 gallons, valued at \$2,199,873).

## Glycerine Exports and Imports in June

Exports of glycerine from the United States in June totaled 169,909 pounds, valued at \$25,413, according to the U. S. Bureau of Foreign and Domestic Commerce. This may be compared with 87,440 pounds, valued at \$37,839, shipped in May. Imports of crude glycerine during the month made a total of 85,905 pounds, valued at \$7,027. Twenty-five countries or localities shared in the receipt of the glycerine exported.

## Growth of Peanut Oil Production

The commercial production of peanut oil, which has developed rapidly since 1915, has resulted in the appearance on the market of large quantities of by-products. The processes are described in Department Bulletin 1096, "By-Products from Crushing Peanuts," by J. B. Reed, of the Bureau of Chemistry, just issued by the United States Department of Agriculture.

## Features to Be Found on Other Pages.

Readers of the SOAP SECTION may find items of interest to them in our Trade Notes pages, as well as in Patents and Trade Marks and Foreign Correspondence.

## FEATURES OF SOAP MATERIAL MARKET

(Continued from next page)

Oil is a little bit easier abroad and business is solicited in round lots at 8c per pound f. o. b. New York in hardwood coooperage.

Spot stocks of prime, green Olive Oil Foots are scarce and the market is firm at 9¼c New York in barrels. The European market is steady and firm offers on future shipments are light. Business has been declined for early shipments from Europe at 8½c New York in barrels. A fairly good business has been done in pure, denatured Olive Oil at \$1.15 per gallon.

September 15, 1922.

A. H. HORNER.

## Industrial Chemicals

The appearance of enormous demands for alkali products has been the outstanding feature of industrial chemical markets during the interval. Caustic soda, soda ash and bleaching powder have all been in splendid demand, most of the buying being for the account of domestic consumers. American producers shipped caustic soda to Europe in heavy volume earlier in the year, and in order to let domestic consumers have a chance at some of the material it was found necessary to advance export prices. Export caustic is now quoted at 3.55 f. a. s., with small lots for domestic use held at 3¼@4 cents a pound ex-store. There is an active demand for contract shipments at 2½ cents basis of 60 per cent for carlots. The soda ash market is likewise in decidedly strong shape at \$1.75 for single bags with \$1.95 quoted for barrels in carlots on spot. Small quantities are held at from \$2.10 to \$2.30 per 100 pounds. Caustic potash is in decidedly firm shape at 5½@5¾ cents a pound with shipments quoted at about the same price as spot material. Importers have brought in large lots of caustic potash and these are being held for an advance. There is an abundant supply of calcined carbonate of potash available which is offered at prices ranging from 4¼ to 6½ cents a pound, depending on test. Hydrated is firm at 6¾ to 7 cents. Sulphuric acid for prompt shipment is higher in some quarters, the advance amounting to about \$1 with the 66 degrees quoted at \$15@16 a ton and the 60 degrees at \$10 to \$12 per ton.

## Other Soap Materials

Interest attached to the launching of what will be known as the National Naval Stores Association which established standards for naval stores and required all naval stores sold in interstate and foreign commerce to comply with its regulations. While there will be neither State nor Federal inspections the United States Department of Agriculture will have regulatory supervision over the industry. The trend of rosins generally has been upwards, being influenced by the strength in Southern primary markets as well as the rising trend of prices in London. The statistical position generally is regarded as bullish, settlement of the coal and rail strikes having had a beneficial influence on the position of the market. The advance of the Fall season should bring a gradual expansion in the volume of dealings, it is believed. No increase has been seen in the volume of offerings of tallow or greases, although prices continue rather easy owing to lack of any substantial volume of buying.

## New Swiss Patent for Making Soap

According to Swiss patent 90,959 of H. Furrer, of Berne, a soap is made by dissolving olive oil curd soaps with butter curd soaps by warming them in soda lye; the mass is then allowed to cool down, whereupon the boiling lye is removed, the curd washed out in salt water solution and then allowed to stand; the soap is removed from the lye, distilled water is added, and the mixture is again heated, whereupon it is allowed to settle. The bodies deposited are then removed, coconut oil and glycerine added, and the mass is well stirred together, and finally the batch is perfumed with any suitable essences.

## MARKET REVIEW ON TALLOW, ETC.

### TALLOW

(Written Specially for This Journal)

The general market is practically unchanged as far as prices are concerned, but the underlying tone for extra grade is a trifle firmer with prices  $6\frac{3}{4}$ c. at sellers' plants and  $6\frac{7}{8}$ c. delivered.

There is also a steadier tone to the medium grade such as the New York Special and out-of-town stocks of this type are selling at  $6\frac{1}{4}$ - $6\frac{1}{2}$ c.

Greases are holding firm at  $5\frac{3}{4}$ -6c. loose depending on acid and quality with a steady and sustained demand.

While undoubtedly relative values between poor grade dark stock and choice tallow will, as we approach the winter, readjust themselves to a more normal basis, there are as yet no indications that this change will take place during this month.

September 18, 1922.

TOBIAS T. PERGAMENT.

### GLYCERIN

(Written Specially for This Journal)

A steady upward movement has been maintained since our letter of August 14. Powder makers and refiners have bought both dynamite and crude, and the tobacco trade has taken a considerable quantity of chemically pure. What surplus stocks have existed in this country have been taken off the market, and we have had to go to Europe, where large purchases have been made of raw material for American account; at first, the Continental market was higher than ours, but our prices passed theirs, making it possible for us to do business with them to the extent of 1,000/1,500 tons; this must have taken a good deal of the stock which existed on the Continent, and their prices have now gotten a little beyond ours. Great Britain has been much higher than either the Continent or the U. S. A., and she evidently has confidence in the future of the article. The developments of the past week, in a military way, have excited our market, and the refiners who purchased abroad are evidently afraid that they will not get the glycerin, as it will be diverted to the nations who are apt to be embroiled in the Turkish trouble. The dynamite grade has advanced 2c. per lb. within the month, making a total of 4c. in two months. Chemically pure has just been advanced to 18c. in bulk, and some of the refiners claim to be getting  $18\frac{1}{2}$ c. In our opinion, prices would shortly have gotten up to pre-war figures without the assistance of the foreign situation, but now they are likely to get there quicker.

September 19, 1922.

W. A. STOPFORD.

### VEGETABLE OILS

(Written Specially for This Journal)

The most important development in the Vegetable Oil market during the last thirty days was the liquidation of Coconut Oil stocks held by dealers. Consumers seem fairly well taken care of for their immediate requirements and in the event of additional resale lots appearing, it is probable that a lower level may be reached. It is gen-

erally believed, however, that the major portion of distressed Coconut Oil has been bought by consumers. Importers are quoting fractionally higher figures for both prompt and future deliveries, and late cable advices received from the Philippines indicate that the market in Manila is steadier.

Crude Cottonseed Oil has firmed up slightly for nearby deliveries but a good supply of new crop oil is expected within the next 30 to 60 days. Crude Corn Oil has sagged off slightly during the past week. This oil is too high at present compared to Crude Cottonseed Oil. Crude Soybean Oil at present levels, namely, 9c pound seller's tanks duty paid is also too high for the soap kettle.

Spot stocks of both Niger and Lagos Palm Oils can be bought at slightly lower figures than future arrivals. There is only a limited supply of both grades here. Palm Kernel

(Continued on preceding page)

### SOAP MATERIALS

#### Tallow and Grease

Tallow, New York, Special  $6\frac{1}{2}$ @ $6\frac{5}{8}$ c. Edible, New York,  $7\frac{3}{4}$ @8c. Yellow grease, New York,  $.05\frac{3}{4}$ @ $.05\frac{1}{4}$ c. Brown grease, New York,  $.05\frac{3}{4}$ c.  
Rosin—Savannah, September 18, 1922.

|  |             |       |                                       |
|--|-------------|-------|---------------------------------------|
| Common to good                                       | 5.25-5.35c. | I     | 5.25-5.35c.                           |
| D  | 5.25-5.35c. | K     | 5.35-                                 |
| E  | 5.25-5.35c. | M     | 5.35-5.40c.                           |
| F  | 5.25-5.35c. | N     | 5.45-5.50c.                           |
| G  | 5.25-5.35c. | W. G. | 6.00-6.17 $\frac{1}{2}$ c.            |
| H  | 5.25-5.35c. | W. W. | 6.50-6.67 $\frac{1}{2}$ c.            |
| Starch, Pearl, per 100 lbs.                          |             |       | \$2.57-\$2.85                         |
| Starch, powdered, per 100 lbs.                       |             |       | 2.47- 2.75                            |
| Stearic acid, single pressed, per lb.                |             |       | 9c.                                   |
| Stearic acid, double pressed, per lb.                |             |       | 9 $\frac{1}{2}$ c.                    |
| Stearic acid, triple pressed, per lb.                |             |       | 10 $\frac{1}{2}$ c.                   |
| Glycerine, C. P., per lb.                            |             |       | 18 -18 $\frac{1}{4}$ c.               |
| Glycerine, dynamite, per lb.                         |             |       | 16 $\frac{7}{8}$ -17 $\frac{1}{4}$ c. |
| Soap lye, crude, 80 per cent, loose per lb.          |             |       | 11 -12c.                              |
| Soap lye, saponification, 80 per cent, loose per lb. |             |       | 12 $\frac{3}{4}$ -13c.                |

#### Oils

|                                       |                                       |
|---------------------------------------|---------------------------------------|
| Cocanut, edible, per lb.              | 09 $\frac{3}{4}$ @10 $\frac{1}{4}$ c. |
| Cocanut, Cochin, Dom., per lb.        | 08 $\frac{3}{4}$ @09 $\frac{1}{4}$ c. |
| Cocanut, Ceylon, Dom., per lb.        | 08 $\frac{3}{4}$ @08 $\frac{1}{2}$ c. |
| Palm, Lagos, per lb.                  | 06 $\frac{7}{8}$ @07 $\frac{1}{4}$ c. |
| Palm, Niger, per lb.                  | 05 $\frac{3}{4}$ @06c.                |
| Palm, Kernel, per lb., nominal.       | 08 -08 $\frac{1}{4}$ c.               |
| Cotton, crude, per lb. f. o. b. mill. | 06 $\frac{1}{8}$ @06 $\frac{1}{4}$ c. |
| Cotton, refined, per lb., New York.   | 08 $\frac{3}{4}$ @09c.                |
| Soya Bean, per lb.                    | 11 $\frac{3}{4}$ @12c.                |
| Corn, crude, per lb.                  | 10 -10 $\frac{1}{4}$ c.               |
| Castor, No. 1, per lb.                | 13c.                                  |
| Castor, No. 3, per lb.                | 12 $\frac{1}{2}$ c.                   |
| Peanut, crude, per lb.                | 11 -11 $\frac{1}{4}$ c.               |
| Peanut, refined, per lb.              | 11 $\frac{3}{4}$ @12c.                |
| Olive, denatured, per gal.            | 1.15 @1.17                            |
| Olive Foots, prime green, per lb.     | 09 $\frac{1}{4}$ c.                   |

#### Chemicals

|   |                                       |
|---|---------------------------------------|
| Soda, caustic, 76 per cent, per 100 lbs.                  | 3.65 @3.90                            |
| Soda Ash, 58 per cent, per 100 lbs.                       | 1.75 @2.10                            |
| Potash, caustic, 88@92 per cent, per cwt. f. o. b. Works. | 05 $\frac{3}{4}$ @06c.                |
| Potash Carbonate, 80@85 per cent, per lb., N. Y.          | 04 $\frac{3}{4}$ @05 $\frac{1}{4}$ c. |
| Salt, common, fine, per 100 lbs.                          | nominal                               |
| Sulphuric acid, 60 degrees, per ton.                      | 10.00                                 |
| Sulphuric acid, 66 degrees, per ton.                      | 15.00 @16.00                          |
| Borax, crystals, per lb.                                  | 05 $\frac{1}{4}$ @06c.                |
| Borax, granular, per lb.                                  | 05 $\frac{1}{2}$ @06c.                |
| Zinc Oxide, American, lead free, per lb.                  | 07 -08 $\frac{1}{4}$ c.               |

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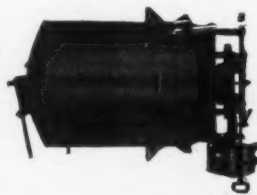
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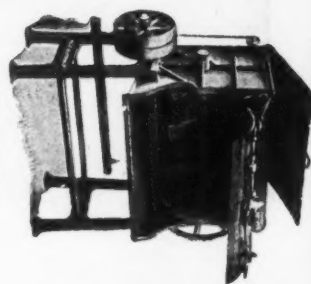
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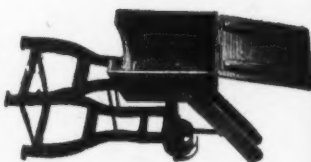
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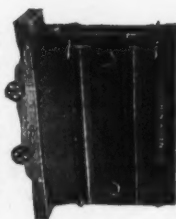
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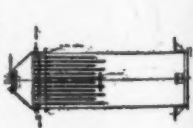
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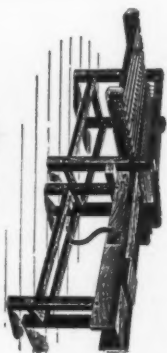
Soap Chipper.



STANDARD Soap Frame.



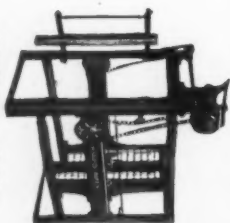
ACME Remelter.



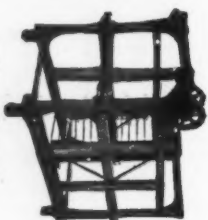
DOUBLE BACK Cutter.



AIKEN Power Cutter.



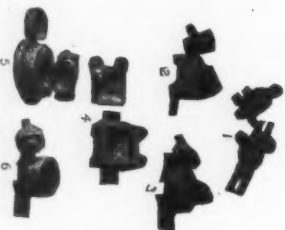
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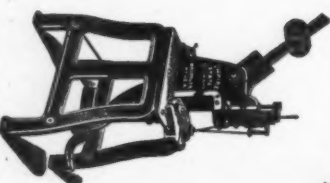
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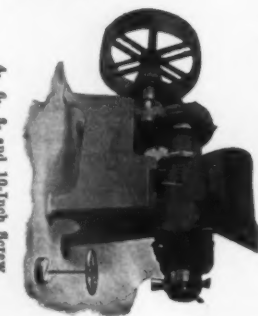
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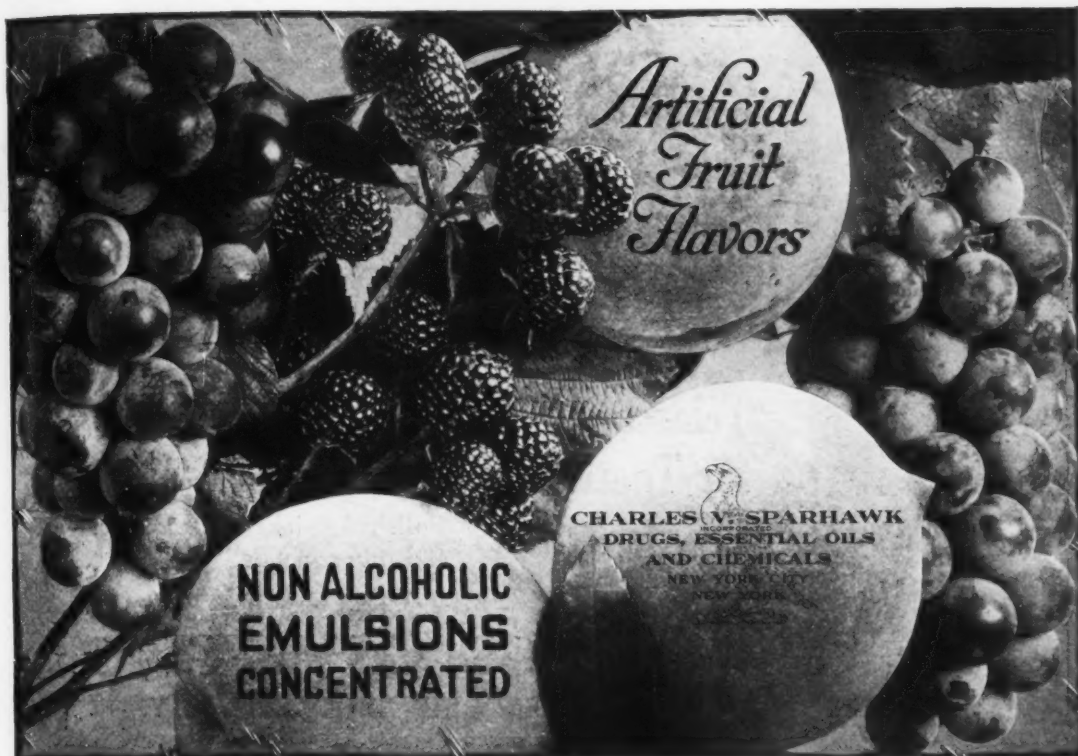
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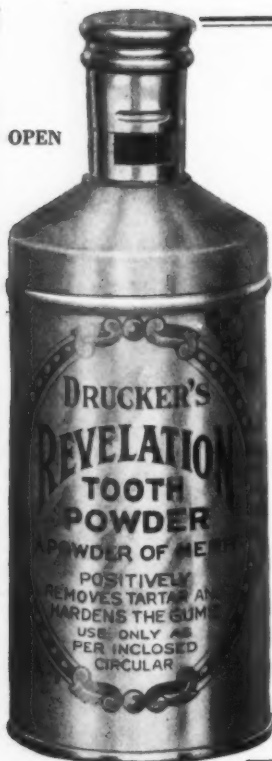
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FACTORIES: NEW ROCHELLE, NEW YORK

PERFUMERS & JEWELERS BOX CO.

Incorporated 1914

214-216 West 14th Street  
NEW YORK



Attractive, Well-made Boxes



**ARTIFICIAL  
FRUIT  
FLAVORS**

Raspberry—Strawberry—Grape—Pineapple—Etc.

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ESSENTIAL  
OILS

Importer and Exporter  
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NEW YORK

AROMATIC  
CHEMICALS

Chicago Office: 2704 Greenview Avenue

## IMPORTERS AND GRINDERS

Prime LEE MOOR, Bolted Grade of  
ENGLISH CHINA CLAY (KAOLIN)

Foreign—**TALC**—Domestic

FULLER'S EARTH (Genuine English)

INFUSORIAL EARTH  
PRECIPITATED CHALK  
PREPARED CHALK

STEARATE OF ZINC  
PARIS WHITE  
WHITING—All Grades

**HAMMILL & GILLESPIE, INC.**

Founded A. D. 1848.

240 and 242 FRONT ST., NEW YORK

*Chicago Representatives*

A. C. DRURY & CO.

420 Rush St.

Telephone Central 2349

**Special Orient Perfumes**

**M**ADE by the Societe Francaise de Produits Aromatiques is undoubtedly the highest type of moderately priced concentrated perfumes on this market which were developed as a result of the demand created in catering to the far eastern countries where we met with remarkable success, so much so, that we decided to make a universal campaign on this Series, which has been equally successful.

If you are seeking to reduce the cost of your products, it will certainly be to your advantage to investigate these goods of which we have the following odors in stock.

|                    |            |              |           |
|--------------------|------------|--------------|-----------|
| Cyprus             | Apoanax    | Some Flowers | Iris      |
| Acacia             | Neroli     | Ambre        | Carnation |
| Corylopsis         | Heliotrope | Mimosa       | Ideal     |
| Lily of the Valley | Hyacinth   | Jasmin       | Violet    |
| Genet              | Rose       | Cologne      | 833 Origa |

This range of odors offers many opportunities for combinations that are sure to meet the requirements of your clientele, and undoubtedly in the hands of an expert an exclusive odor could be created under your name.

We will be pleased to quote you and send samples if you will be kind enough to specify the odors you are interested in.

**COIGNET CHEMICAL PRODUCTS COMPANY Inc.**  
17 State Street - - New York City



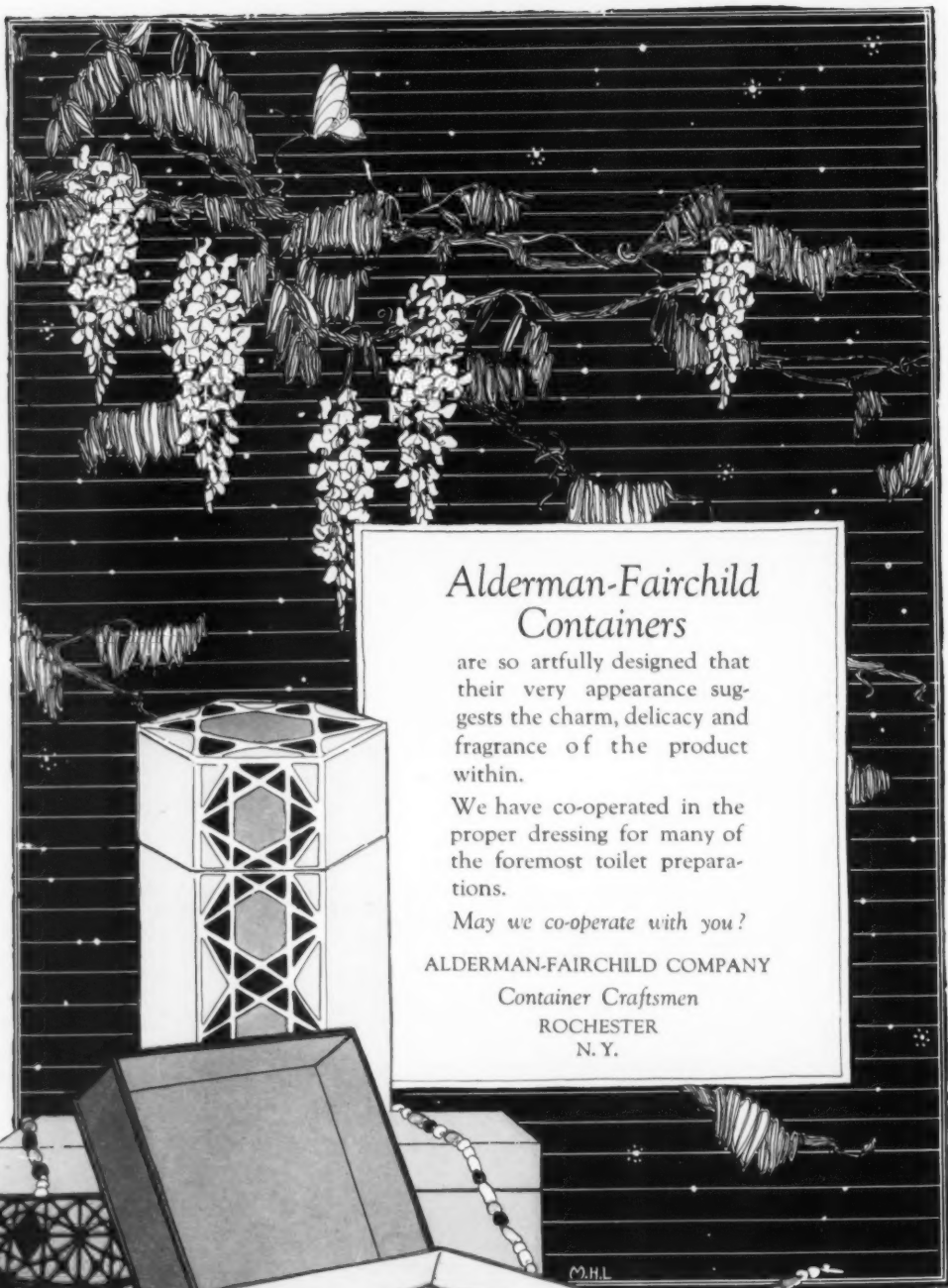
THE HOME OF  
ALDERMAN-FAIRCHILD CONTAINERS

ALDERMAN-FAIRCHILD COMPANY

*Container Craftsmen*

ROCHESTER

N. Y.



## Alderman-Fairchild Containers

are so artfully designed that their very appearance suggests the charm, delicacy and fragrance of the product within.

We have co-operated in the proper dressing for many of the foremost toilet preparations.

*May we co-operate with you?*

ALDERMAN-FAIRCHILD COMPANY  
Container Craftsmen  
ROCHESTER  
N. Y.

M.H.L.

## COLUMBIA UNIVERSITY

College of Pharmacy of the City of New York  
115 West 68th Street  
New York, N. Y.

Evening Courses  
Session 1922-1923

A COURSE OF INSTRUCTION ON THE COMPOSITION AND MANUFACTURE OF

### COSMETICS TOILET PREPARATIONS PERFUMES

Course begins first Tuesday in October, 8 P. M.  
Summary of Lecture Topics mailed upon request.

For further information write to the Registrar  
of the College of Pharmacy, 115 West 68th St.,  
New York City.

Given by Professor C. P. Wimmer.

Two semesters of fifteen 3 hour periods each.

Fee, \$24.00 per semester.

Laboratory fee, \$5.00.

# DE LAIRE

## THE PIONEER

LINE OF

### Synthetics for Perfumes and Soaps

The best artificial JASMIN and NEROLI  
IONONE, BOUVARDIA, MOUSSE de SAXE  
MOUSSE de CHYPRE, SWEET PEA TILLEUL  
AMBRE 83, etc., etc.

Apply for price list and samples to

**DODGE & OLCOTT CO.**

**New York**

Sole American Distributors

**FABRIQUES DE LAIRE**

**ISSY (near Paris)**

**and CALAIS**

**FRANCE**



Pure  
Tin  
Plain or  
Decorated

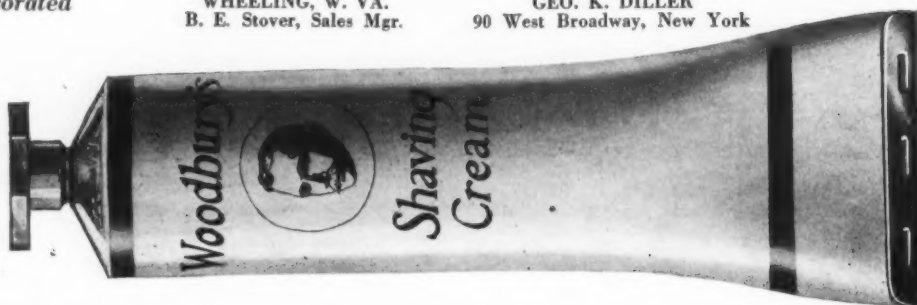
## COLLAPSIBLE TUBES

Guaranteed not to peel or crack  
WHEELING STAMPING COMPANY

Factory  
WHEELING, W. VA.  
B. E. Stover, Sales Mgr.

Eastern Representative  
GEO. K. DILLER  
90 West Broadway, New York

Lead  
Plain or  
Decorated



# BUTYRIC ETHER

(ETHYL BUTYRATE)

Butyl Formate  
Ethyl Benzoate  
(Benzoic Ether)

Ethyl Propionate  
Ethyl Valerate  
(Valerianic Ether)

BUTYRIC ACID—All Strengths

ESTABLISHED 1882

## THE NORTHWESTERN CHEMICAL CO.

The Largest Makers of Butyric Ether in the World

WAUWATOSA

WISCONSIN

## Full Value for Your Money

**B**ECAUSE of the wide difference in the quality of supposedly the same grades of corks, it always pays to use the goods of a reliable manufacturer who has established definite standards for grading his product. That's why

### Circle © Corks

*Uniform in Quality Moderate in Price*

are the most satisfactory medium-grade stoppers on the market.

Trade-marked and guaranteed by the Armstrong Cork Company, carefully sorted to a definite quality, firm and uni-



form in texture, correctly sized and tapered, and with a clean, fresh appearance, they will meet your most exacting requirements for sound, reliable stoppers at a moderate price.

*That you may test Circle C Corks in actual service, we shall be glad to send you a sample bag of 100 in assorted sizes from No. 2 to No. 6 for 10 cents in coin or stamps. Sample bags of 100 Circle A's or Circle B's will be sent for 20 cents in coin or stamps*

**ARMSTRONG CORK COMPANY, 139 Twenty-third St., Pittsburgh, Pa.**



## DEJONGE Quality Papers



The business of this house was founded some seventy-five years ago to manufacture Surface-coated, Embossed and Art papers of the highest quality for perfume and toilet preparation Box Coverings. We shall be glad to have our branch representative call and help you select papers best suited to your requirements.

May we serve you?

### LOUIS DEJONGE & CO.

69-71-73 Duane Street

NEW YORK



## THE Slant-rite Box

Will show your articles at the proper slant displaying the goods to the best advantage.

---

FACE POWDER, PERFUME  
AND COMBINATION SET  
BOXES.

---

*Send for Samples*

**YOUNG BROS., *Displayologists***  
(Reg. U. S. Pat. Office)  
**PROVIDENCE, R. I.**

## “CENTIFLEUR”

Will help you to produce best quality odors.

## “METHYL XYLIC ESTER”

Will help you to produce lasting odors.

SAMPLES UPON REQUEST

## VAN DYK & COMPANY

INC. 1904

4-6 Platt Street

New York, N. Y.

# Increase Your Sales, Profits and Prestige!

We will manufacture for you, in bulk or complete package, your private brand dental cream, shaving cream, massage cream, cold cream, face or talcum powder, hair tonic, soft drink flavors—any chemical or pharmaceutical preparation for less than you can do it yourself.

WRITE FOR DETAILS.

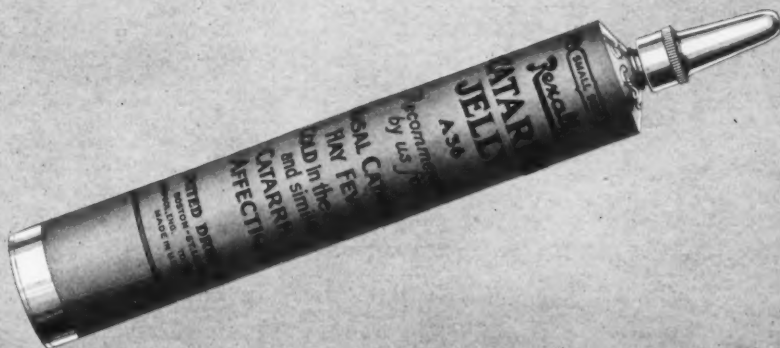
**Commercial Laboratories, Inc.**

Newark,—New York State



## Mechanical & Chemical Equipment Corporation

PHILLIPSDALE RHODE ISLAND



*Manufacturers of all sizes and types of collapsible tubes  
plain and decorated*

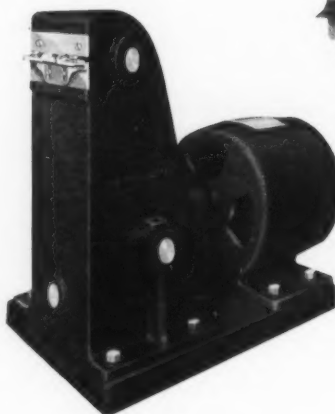
**HAND TUBE FILLER**

No. 6-A

Diameter 14"  
Height 29"  
Capacity  
6 Gallons  
Weight  
85 Lbs.

**HOT WATER  
BASE**

Fills from 15  
to 20 Tubes  
per Minute  
Tubes  $\frac{3}{4}$  to  
 $1\frac{1}{4}$ " Diameter

**Electric Driven  
Power Crimping Machines**

HEIGHT 12 INCHES

LENGTH 14 INCHES

WIDTH 7 INCHES

WEIGHT 95 LBS.

CRIMPS 0 TO 8

 $\frac{1}{4}$  H. P. MOTOR—RUNS FROM ANY LAMP SOCKET**HAND TUBE  
FOLDER.**

Folds from 0 to 8  
clips. Weight, 5 lbs.

No. of Clip      Diam. of Tube

|    |  |                |
|----|--|----------------|
| 1  |  | $\frac{1}{2}$  |
| 2  |  | $\frac{3}{8}$  |
| 3  |  | $\frac{3}{4}$  |
| 3A |  | $\frac{7}{8}$  |
| 4  |  | 1              |
| 4A |  | $1\frac{1}{8}$ |
| 5  |  | $1\frac{1}{4}$ |
| 6  |  | $1\frac{1}{2}$ |
| 7  |  | $1\frac{3}{4}$ |

**THE CLIP THAT DOES NOT  
CUT THE TUBE**

Use Clip Numbers when  
ordering From 0 to 8  
Larger sizes furnished  
promptly

**Tube, Jar or Powder Labor Saving Filling Machinery***Send for catalog of full line of hand and power equipment.***GEORGE G. RODGERS, Springfield, Ohio****NEUMANN, BUSLEE & WOLFE, Inc.**

Telephone Monroe 1844 and 1845

**CHICAGO, ILL.**

Essential Oils, Drug and Chemical Specialties,

Certified and Vegetable Food Colors,

Aromatic Chemicals, Olive Oil,

Vanilla Beans, Gums

We Are Specialists in Raw Materials for Soap  
Makers, Perfumers and Extract Manufacturers



## The passing of the family hairbrush

**M**ODERN ideals of cleanliness discard the "one hairbrush for everybody." Father has his military brushes, Mother her personal brush, and son and daughter too.

It is families like these who buy the kind of products you make. How do you pack yours? In glass jars or in boxes? The modern way, the clean, sanitary way is the tube way. It does away with the messy jar or tin box—it keeps fingers out—it keeps the product inside fresh and uncontaminated—it gives everybody an individual portion.

The clean, convenient tube is used by so many far-sighted manufacturers because of the value in selling their goods, as well as its simplicity, economy and protective qualities.

We supply Peerless Tubes to manufacturers who want to be sure that the tubes they use are just as clean and sanitary as the product that goes into them.

Peerless Tubes are the product of a plant that makes only one grade of tubes. The best that can be produced under ideal conditions of sunshine and cleanness by a highly efficient organization. Let us tell you about Peerless Tubes as they meet your needs.

### FACTORY & MAIN OFFICE:

35 Locust Ave.  
Bloomfield, N. J.



### CHICAGO AGENTS:

Meadows & Tower  
82 Washington St.



## Appearance Can Arouse Desire

THEREFORE THE DISPLAY OF A PLEASING BOX PRODUCES  
A DESIRE FOR THE GOODS IT CONTAINS.

*We Specialize in Round Face Powder Boxes*

Write before placing your next contract.

**The Randolph Paper Box Co., Inc.**

1307-1313 Ross St.

Richmond, Va.

## VIOLETS!      VIOLETS!

HAVE YOU EVER EXPERIENCED THE WONDERFUL SENSATION OF SMELLING THE FRESH PARME VIOLETS AS THEY LIFT THEIR HEADS HEAVENWARD, PROTECTED BY THE SHADE OF HUGE OLIVE TREES? IF YOU HAVE, THE SIMILARITY OF THIS ODOR AND THAT OF

### VIOLET ETHER

per lb. \$68.00      per oz. \$4.35

IS IMMEDIATELY NOTICEABLE. VIOLET ETHER IS A TRUE CHARACTERED ODOR AND WHEN USED AS A BASE DISPLAYS ITS SUPERIORITY. WE WILL BE PLEASED TO OFFER SUGGESTIONS FOR THE USE OF VIOLET ETHER.

*"The Use Test Is the Only Test."*

### COMPAGNIE PARENTO, Inc.

Natural and Synthetic Raw Materials for the Perfume and Soap Manufacturer

General Offices  
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Tel. Vanderbilt 4736

Works  
CROTON-ON-HUDSON  
New York

Western Office  
410 So. Michigan Ave.  
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Tel. Harrison 7207

## "F E N E S T R A"

*—Registered in U. S. Patent Office—*

THE GENUINE PRODUCT OF THE CELLOPHANE CO., FRANCE



THE ideal Transparent wrapping for soap, perfumery, powder puffs, and countless toilet preparations. Fenestra will keep your goods, boxes, bottles and delicate labels clean and tidy on the dealer's counter or in the shop window as well as retaining delicate odors.

Fenestra is NOT gelatine. It is pure cellulose — tough, strong, airtight, grease and waterproof. It may be had colorless, in colors or embossed.

Genuine Fenestra is manufactured only by Compagnie la Cellophane, France.

Furnished in Envelopes, Bags, Discs and Labels

*Write for Samples and Prices.*

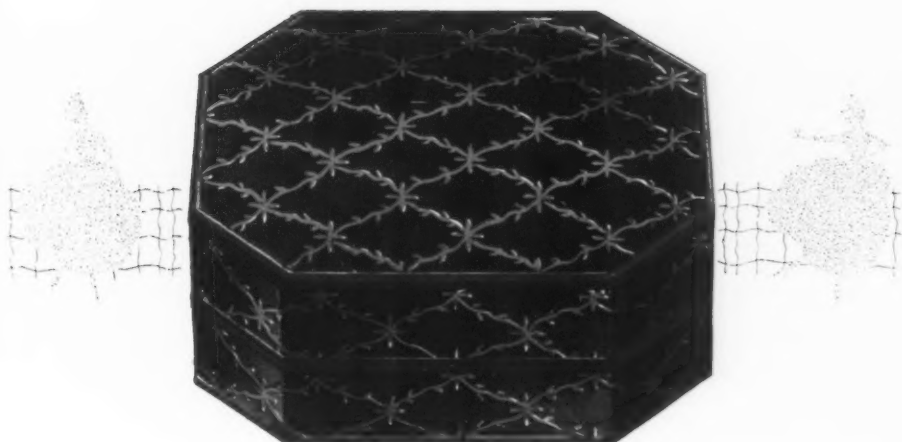
**B I R N   &   W A C H E N H E I M**

*Exclusive importers into the United States.*

121 W. 17th Street

New York, N. Y.





## *Inviting Business*

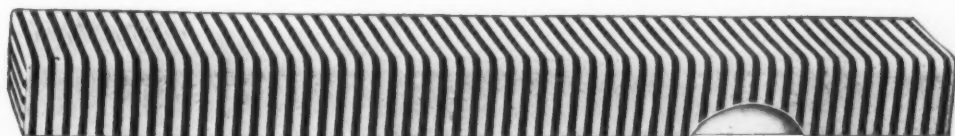
Business not invited seldom comes.

Every influence of color, of size, of shape and of finish is drawn on by our artists in the design of packages that will invite sales.

ROWELL paper boxes are made to attract customers.

**E. N. Rowell Co., Inc.**

Batavia, New York



Pencil Box — one of our many specialties



*FOR* the handling of large quantities of small boxes of every description for the Drug and Allied industries, our Factory is equipped with modern, automatic machinery that is the last word in paper box manufacture.

But the mechanical features of our work are no more important than the quality of our service.

**E. N. Rowell Co., Inc.**

Batavia, New York

# GLOBE COLLAPSIBLE TUBE CORPORATION

401-405 JEFFERSON ST., HOBOKEN, N. J.

*Plain*

*Manufacturers of National  
Repute Specify*

**"GLOBE TUBES"**

*"The Tube of Mechanical  
Perfection"*

*Decorated*

MANUFACTURERS OF  
PURE TIN AND LEAD-ALLOY COLLAPSIBLE TUBES

## EVERGREEN CHEMICAL CO.

Blenders of Conc Flower Oils and Colors

*Established 1898*

9 CHURCH ST., NEW YORK

*Try these few, Extra Quality and Value.*

### FOR COLD CREAM

Rose "E," lb. \$25.  
4 oz. to 100 lbs.  
A Cream "Seller"  
and Advertiser.

Lemon Cream Oil,  
lb. \$12. 6 to 8 ozs.  
to 100 lb. Will not  
oxidize or burn  
the skin.

### FOR GREASE- LESS CREAM

Lilac No. 100—  
per lb. \$9.  
6 ozs. to 100 lbs.  
Successful for 15  
years

### QUININE "F" OIL

lb. \$7. Guaranteed  
to produce odor  
of the imported.

Full assortment of odors, various grades, for Creams, Face and Talcum Powders, and all Toilet Preparations.

*We are Headquarters for*

**Blended Conc Flower Oils**

*Booklet of Toilet Formulae, and complete price list on application; also if you have any difficulties to overcome, write us, we may be able to assist you. No obligations.*



ECCO OILS

ECCO OILS



# VICTOR

## COLLAPSIBLE TUBES

*Artistically.* On our staff is an experienced designer whose work is limited to originating designs that are both attractive and forceful.

*Mechanically.* Victor tubes are solidly built; they are free from pin-holes; the nipples mate perfectly with the cap; they are clean.

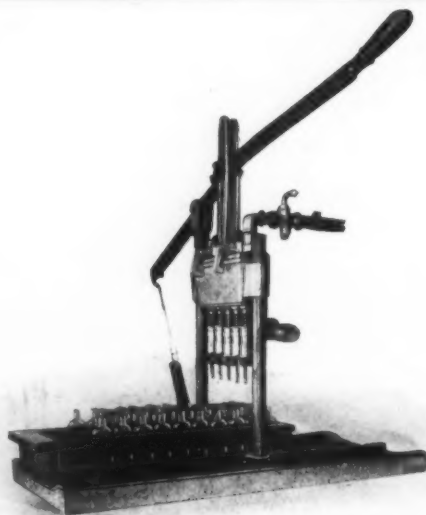
*Dependability.* When we agree to deliver at a certain time, you may depend upon it.

*Without charge, we will make a model tube for you.*

VICTOR METAL PRODUCTS CORP'N, Factory, 188 Diamond St.  
Brooklyn, N. Y.

*Makers of*

# VICTOR COLLAPSIBLE TUBES



### INVESTIGATE

## THE "Success" Bottle Filler

Accurate and rapid filling of any size or shape bottle.

Made in all capacities for both hand and automatic operation.

Over Thirty Years' Experience in the Manufacture of Filling Machines.

*"The Liquid"* Carbonic Company  
CHICAGO  
3100 S. Kedzie Avenue  
Branches in all principal cities.

# INCREASED SELLING VALUE FOR PERFUMERY PACKAGES

UNUSUAL  
PAPER  
COVERINGS



FINE  
QUALITY  
PERFECTION

BOX MAKERS  
FOR 25 YEARS

**MARIUS MILOU & CIE**  
Knickerbocker Bldg., New York City

FACTORY  
MONTELMAR, FRANCE

ALL THE RAW MATERIAL FOR TOILET CREAMS  
WHITE WAX STEAROL

LANOLIN

## COLD CREAM OILS

Laboratory Specialties

**ZINC STEARATE**

U. S. P.

**ZINC OXIDE**

Lily Brand

LARGEST PRODUCERS IN THE WORLD OF

## PLYMOUTH STEARATITE

(SUPERIOR TO ALL OTHER STEARATES)

AS

A WHOLESOME IMPROVER FOR  
FACE AND TALCUM POWDERS

## SPECIAL PERFUMES for CREAMS and TALCUMS

Exports—M. W. PARSONS—Imports

Plymouth Organic Laboratories

and

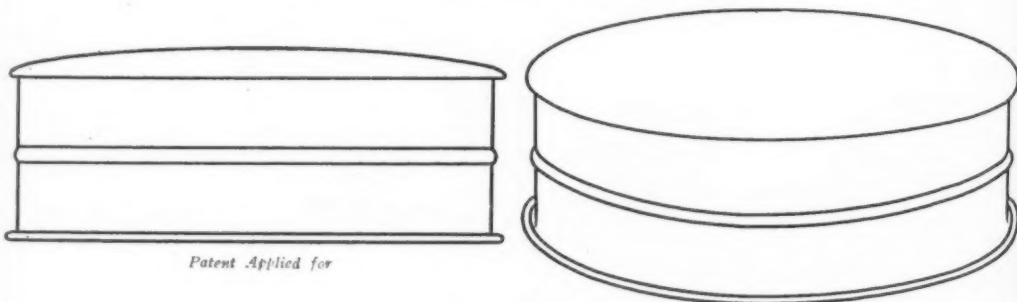
New York

MEXICAN BRANCH OFFICE: La de Lopez No. 6, Mexico, D. F., H. F. Croen, Mgr.

STOCKS CARRIED FOR IMMEDIATE DELIVERY

# Again Something New

*A tin face powder box with extension edges*



*Patent Applied for*

## The Ideal Package

More Durable Than a Paper Box

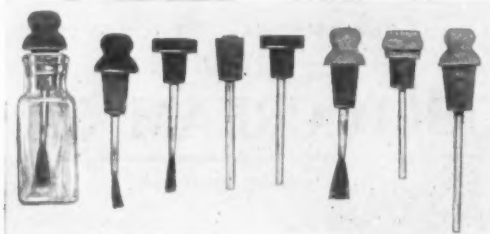
Samples on Request

## MANHATTAN CAN COMPANY

Bush Terminal Bldg. No. 10

Brooklyn, N. Y.

## APPLICATORS of ALL KINDS



## CAPPING MATERIAL

### New Perfume Applicators

New Perfume Applicators (not illustrated) are now ready. Various new popular styles in colors or plain.

Numerous designs of applicators in stock or made to order to fit your needs. Figures 3 and 5 in illustration have rubber stoppers.

### "Seal-It"

"Seal-It" is a new capping material made especially for manufacturers of toilet preparations and perfumes. "Seal-It" is:

- Waterproof.
- Air tight.
- Oil and grease proof.
- Immune to acids.
- Insoluble in alcohol or ether.
- Strong and easily applied.
- Low in cost.

*Write for Samples*

## BENTON HOLLADAY & CO.

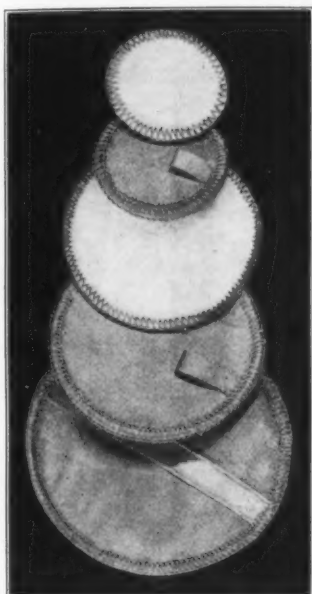
368 W. 30th Street

New York City

## COMPACT PUFFS

for

### Vanity Rouge Boxes



MADE OF

High Grade Sterilized  
**Lambskin, Lambs' Wool,  
Wool Eiderdown**

**SATIN** or **LEATHER** top, neatly  
finished with a **PURL EDGE** to  
match your particular package.

UNSURPASSED WORKMANSHIP

*Let Us Quote You*

## THE COSIN CO.

FACTORY      OFFICE & SALESROOM  
NEWARK, N. J.      200 Fifth Ave.  
NEW YORK

## Why Powder Perfumes Go Wrong

The finest Hand-Pressed Bergamot Oil, in its natural state, contains approximately 60% of Terpenes. These Bergamot Terpenes are not the odor-bearing constituents of the oil. They have, in fact, a distinct Turpentine-like odor of their own which becomes more intense, disagreeable and difficult to disguise on prolonged exposure to air, for instance when used in Face Powder and Tale perfumes.

It naturally follows that a properly-made Terpeneless or Terpene-free Bergamot Oil will give finer and more fragrant first effects as well as obviating the tendency to develop objectionable later effects. A few experiments will convince you that our

### TERPENELESS BERGAMOT OIL

is the only kind  
that is good enough  
for you to use.

We manufacture the following products with an exceptional amount of care to produce the finest quality that it is possible to make.

### TERPENELESS OILS

|          |                 |
|----------|-----------------|
| Bergamot | Lavender        |
| Orange   | Rosemary        |
| Lemon    | Petit Grain     |
| Limes    | Juniper Berries |

### HIGHEST PURITY ISOLATES

|          |             |
|----------|-------------|
| Anethol  | Eugenol     |
| Carvol   | Citronellol |
| Linalool | Geraniol    |

Our new process Terpeneless Oils  
ORANGE and LEMON  
are especially prepared  
for highest class flavoring extracts  
All bitter taste removed

**Industrial Aromatic Co.**  
4020 Tenth Ave.      New York City

## Are you *satisfied* with your Metal Containers?

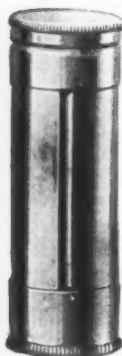


WE like to make metal containers because in a way, it completes the work which was begun in our mills. Out of hundreds of alloys to pick from, we choose only a few which we apply for vanity cases, perfume and lip stick boxes, and bottle caps.



Owing to the fact that many articles are dipped in strong acid in order to obtain a soft, velvety finish, ordinary metal is unsuitable because, in attacking it, the acid emphasizes scratches, roll marks, and dirt spills which are ordinarily overlooked or else are removed when the article receives a polished instead of a matte finish.

In the manufacture of Scovill metal containers, the alloys used are first carefully analyzed in order to be sure that they are correct in composition, then they are thoroughly inspected, only the best quality being selected. And finally the rolling and handling are done more carefully in order to prevent roll marks and scratches.



We are constantly developing better designs, new improvements, and delightful finishes which are making metal containers ever more desirable. Whether you are interested in the mill products or in the finished articles, we can serve you. Why not get in touch with our nearest office? Let's get together.

*Brass Mill Products of Every Description.  
Manufactured Articles to Order.*

### SCOVILL MFG. CO.

ESTABLISHED 1802

**WATERBURY, CONN.**

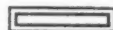
Cleveland  
New York

Chicago  
San Francisco

Boston  
Philadelphia

## AUGUST GIESE & SON

162 William Street  
New York



# FRENCH FILTER PAPER

HEAVY SOFT  
WHITE

20 IN. DIAMETER



In Stock in  
New York for  
Spot Shipment

## AN INVESTMENT THAT PAYS

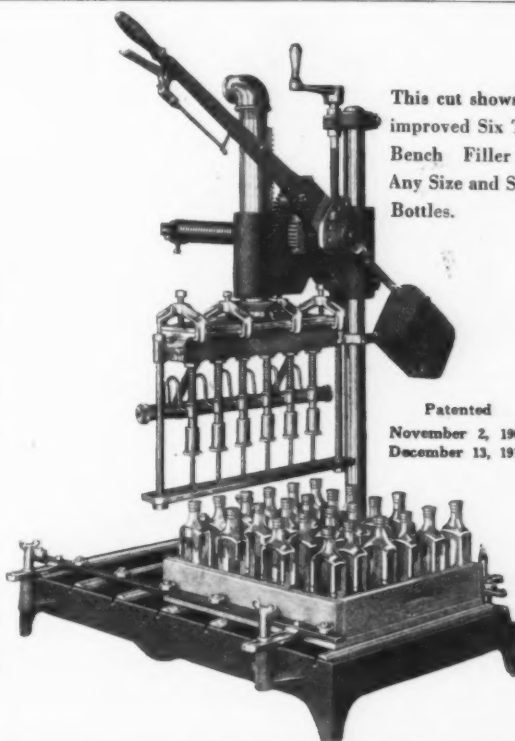
# THE HALLER

Automatic Rotary and Bench  
Filling Machines for all pur-  
poses.

OWNED AND MANUFACTURED  
BY

**McKenna Brass & Mfg. Co., Inc.**

First Avenue, Ross and Water Streets  
Pittsburgh, Penna., U. S. A.



This cut shows our  
improved Six Tube  
Bench Filler for  
Any Size and Shape  
Bottles.

Patented  
November 2, 1909  
December 13, 1910

## Alexander Compact Rouge Machine

### FORMULAE

furnished for toilet preparations,  
perfumery, liquid soaps, pharma-  
ceuticals, etc., especially designed  
to meet requirements for De-  
natured Alcohol Permit.

### for Making Any Sized Compact

Formulae for Com-  
pacts, including new  
French type, furnished  
free to clients.

#### ROUGE AND POWDER COLORS

Geranium Red A-790—  
Maroon A-145  
French Washed Ocher,  
Peach Base  
Ultramarine Blue—  
Indian Red



*Consulting Service on Yearly Contract*

**A. ALEXANDER 1123 Broadway New York**

Telephone Chelsea 3186



Hand-Feed

Special metals are used which will not affect the product.

We are satisfied that we have something better in these machines and want you to know more about them. Tell us to send you full information.

**The Karl Kiefer Machine Co.**  
Cincinnati, Ohio

## Filling Machines

to fill

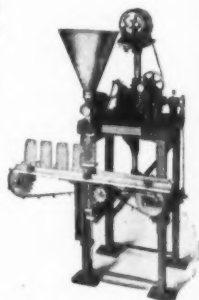
*Cold Cream—Vanishing Cream  
Salve—Ointment—Pastes, etc.*

### The Mono Piston Filling Machines Are Different

They fill your containers solidly, from the bottom up.

They do it cleanly and accurately—not for a short time but always.

They are easy to operate, regulate and clean.



Automatic Feed



No. 389—Capacity 1½ oz.

## French Imported High Class Cut Crystal Bottles

Short, Narrow Neck—Leak Proof

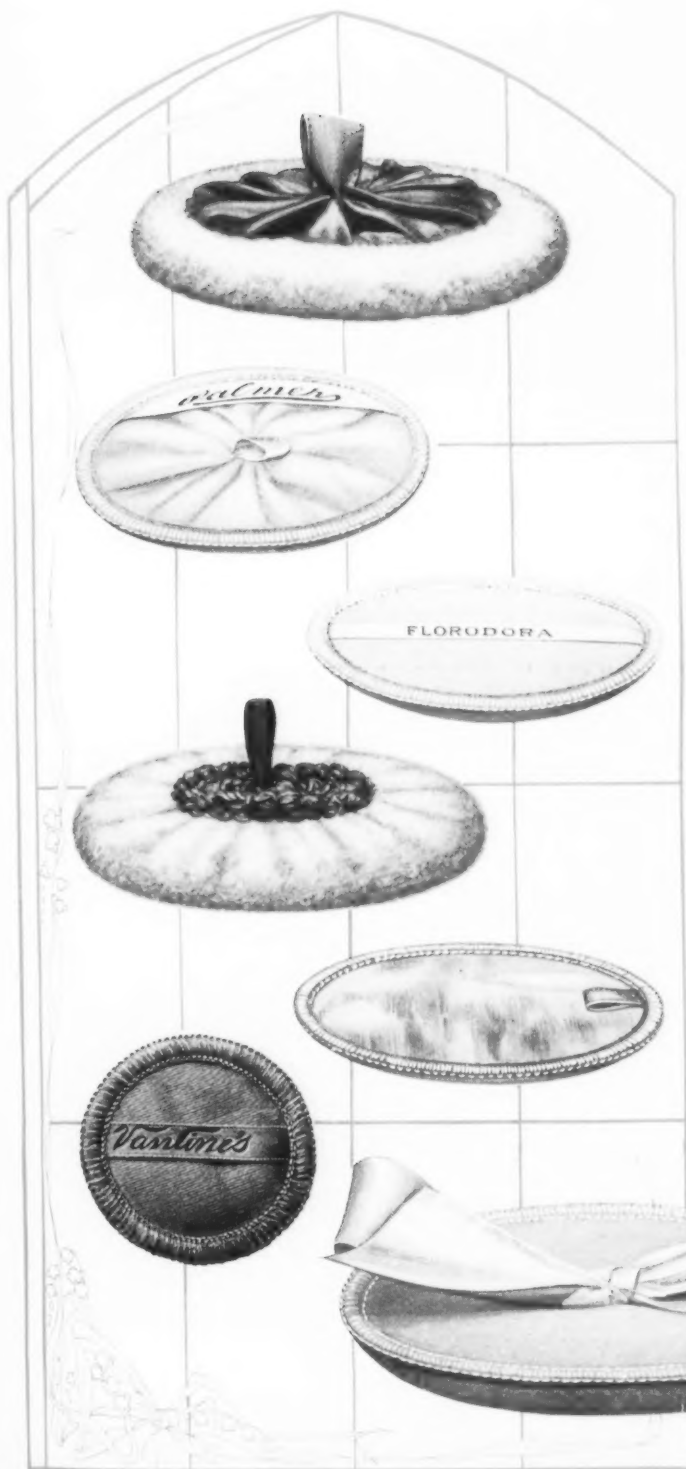
Manufactured by  
Cristalleries de Nancy

SAMPLES ON REQUEST.

**CHARLES BERGERET**

*Representing Cristalleries de Nancy, France*

145 W. 45th Street, New York, N. Y



# *Pallas Powder Puffs*

Genuine Wool Puffs

Woollette or Velour  
Puffs

Beautiful and Original  
Styles

Your name if desired

Silk or Satin backs in  
any color to match  
your color scheme

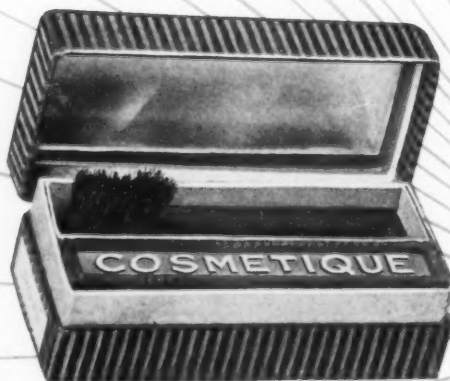
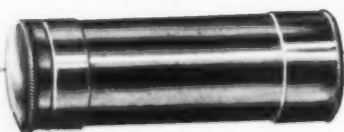
A guarantee of quality  
and satisfaction

**Pallas Mfg. Co.**  
71 Spring St., New York, N. Y.

## Compact, Rouge Problem

SOLAR LABORATORIES, INC., although new in name is an old concern. Mr. Alexander Hirschbein and Mr. S. B. Kaiden, its organizers, have long been associated with the trade in the manufacture of the highest grade rouge and powder compacts, lipsticks, eyebrow pencils and kindred preparations under customers' private brands.

Continuing their efforts to produce *first* the new ideas that give selling impetus and profits to their customers, Solar Laboratories, Inc., will manufacture exclusively hand made rouge and powder compacts, lipsticks, eyebrow pencils, etc., under the customers' name. Although a new concern, Solar Laboratories, Inc., numbers



## and Powder —*Solved*

among its customers some of the largest manufacturers in the United States.

The natural coloring qualities—the perfect adhesiveness—the velvety smoothness of *hand* made Solar rouge or powder insures a ready sale for them under your own name.

The affiliation of the Solar Laboratories with the Pallas Mfg. Co., through common ownership, enables us to offer *complete* packages of the highest quality products at surprisingly low prices, allowing a liberal profit to our customers.

**Solar Laboratories, Inc.**  
329 E. 29th St., New York, N. Y.



# *Pallas Vanity Cases*

Original Designs

Wide Assortments

Patented Catches

Watch Case Hinges

Designs that sell with-  
out sales talk

Prices that compare  
favorably with those  
asked for inferior  
goods

**Pallas Mfg. Co.**  
71 Spring St., New York, N. Y.



# FANCY BOX PAPERS

HAMPDEN  
Exclusive  
Designs

Write for Samples of  
this Beautiful New  
"Asterix" Brocade.

HAMPDEN GLAZED  
PAPER & CARD CO.  
HOLYOKE, MASS.

## What you should know about The Duplex Seal



5. No complicated parts liable  
to be broken by the consumer.

**T**HE average man or woman has neither the time nor patience to bother with a complicated closure—or with one that is likely to break in use.

The Duplex Seal is the simplest seal known—and as strong as it is simple.

1. Mechanical simplicity and scientific correctness—assuring an absolute and permanently air-tight seal.
2. Liners to meet chemical and physical requirements of the product.
3. Your choice of standard designs or your own special seals having your trade-mark handsomely embossed or lithographed.
4. Quick application by means of hand closing tools or power closing machines, when volume is necessary.
5. No complicated parts liable to be broken by the consumer.
6. Opened by the consumer with a quarter turn of the wrist and closed with the same easy motion—a *positive* releasing device.

The Duplex Seal protects the products of hundreds of manufacturers of food products, toilet specialties, household remedies, candies, etc., against deterioration, evaporation or leakage.

Practically all glass manufacturers can supply containers with a perfect Duplex Finish to fit Duplex Seals.

\* \* \*

*Interesting information regarding the glass package art, artistic Seal designs, Seal liners to meet special chemical reactions, etc., gladly furnished by our Service Laboratories to manufacturers. Our new catalog is interesting.*

## The Duplex Seal

A PERFECT SEALING & RE-SEALING  
CAP FOR GLASS BOTTLES & JARS

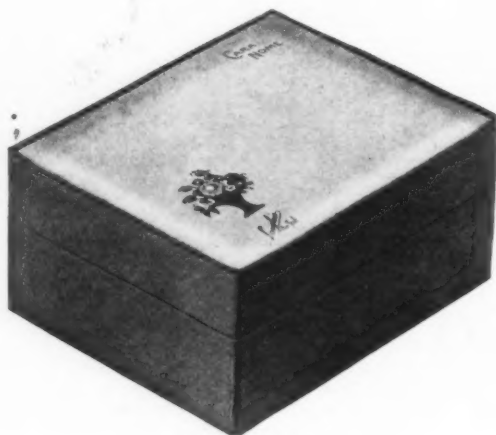
NATIONAL SEAL COMPANY, Inc.,  
*Executive Offices* - 14th Avenue and 36th Street, Brooklyn, N.Y.  
Works - BROOKLYN, N.Y.      PORTLAND, ME.

815 Merchants National Bank Building, San Francisco, Calif.  
Webster Building, 327 S. La Salle Street, Chicago, Ill.  
Liberty Central Building, St. Louis, Mo.  
Newport Building, 68 Devonshire Street, Boston, Mass.

Duplex Seals manufactured and sold in Canada by  
The Canadian Bond Crown Co., Ltd., 75 Panet St., Montreal

# The Lorscheider-Schang Company

45 ANDREWS ST., ROCHESTER, N. Y. 1133 BROADWAY, NEW YORK CITY



$\frac{2}{3}$  Actual Size

**Specialists in Fine Boxes**  
FOR

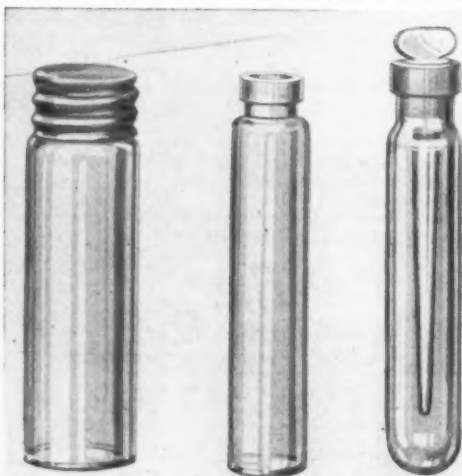
**Complexion Powders and  
Perfumery**

This Company has for many years held a leading position in manufacturing boxes for the Toilet Goods Trade.

*We solicit inquiries from responsible concerns in this line.*

## RUTH GLASS CO.

Main Office and Factory, CONSHOHOCKEN, PA.  
QUALITY AND MOST ATTRACTIVE PRICES



Above are but a few of the large and varied line manufactured complete by us

**GEORGE G. McCASKEY, Rep.**

Phone: Barclay 8518

**53 Park Place New York, N. Y.**

## 1923 SAMPLES NOW READY

### IMPORTED *Fancy Papers for Box Coverings*

Our extensive line of Box Covering papers will fill every need of the manufacturer of perfumes and toilet preparations.

*Write for samples.*

**WHITING-PATTERSON COMPANY, INC.**



**265 Canal Street, New York City**

*Sole selling agents in the U. S. for Keller-Dorian,  
Silvin & Company, Fancy Paper Manufacturers,  
Lyons, France.*

# FLORASYNTH LABORATORIES, INC.

EXECUTIVE OFFICES AND WORKS  
UNIONPORT, NEW YORK

## DIETHYL PHTHALATE C. P.

Odorless  
Spot

Water White  
Contract

We are supplying this material to a few of the leading distilleries who have given us testimonials to the super-excellence of our product. We guarantee full conformity to all government specifications. We have carried on considerable research work with the use of Specially Denatured Alcohol Formula No. 39B in the preparation of Perfumes, Toilet Waters and Hair Tonics, and will be more than pleased to give you the full benefit of our experience in any of your problems. If you are already a user of Formula No. 39B specify the denaturant you want **DIETHYL PHTHALATE FLORASYNTH.**

### IF YOU WANT

#### BUSINESS OPPORTUNITIES

Wanted—Agency or to represent manufacturer of advertised toilet preparations in New England. Address Box B. O. No. 996, care of this journal.

#### HELP WANTED

Wanted—Salesmen calling upon the extract trade to make connection with Pacific Coast House handling Tahiti Vanilla Beans. Address H. W. No. 986, care of this journal.

#### SITUATIONS WANTED

Essential oil salesman with wide knowledge of oils and synthetics is desirous of connecting with a good house. Address in confidence S. W. Box No. 999, care of this journal.

The cost is only 50 cents per line per issue payable in advance.

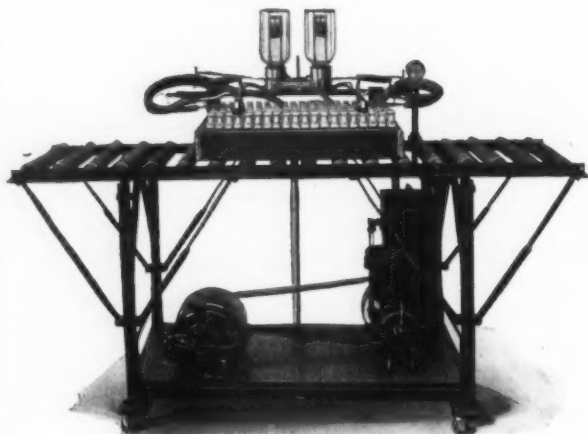
- a good position
- a superintendent, chemist, salesmanager or other experienced help
- to start in business
- to purchase a business
- to buy, sell or exchange machinery, equipment or material
- a formula, etc.

**An American Perfumer classified advertisement will find exactly what you want.**

**Perfumer Pub. Co.**

14 CLIFF STREET  
NEW YORK, N. Y.

## Fills Any Bottle—Sprinkler or Ordinary Top



The original vacuum filling machine—perfected and brought within the reach of all makers of perfumes, extracts, etc. Works equally well with any liquid or semi-liquid. Used in over 300 plants.

Rejects all cracked and broken bottles. Prevents overflowing.

Fills 1 dram to 1 gallon. We also build larger machines to fill several different liquids at one time; also to handle bottles of different size and shape at one time.

**International Filler Corp.**

Factory

**PETERSBURG, VA.**

Middle West Representative

**G. E. TERWILLIGER**

125 South Oak Park Ave. Oak Park, Ill.

St. Louis Representative:  
Corlias Machinery & Mfg. Co.  
St. Louis, Mo.

Cleveland Representative:  
A. K. Einstein  
Union Bldg., Cleveland, Ohio

HAND PUMP TO CREATE VACUUM

### VACCU-FILTER

*Fastest in the World*

Filters any liquid through best grade filter paper.

No unsatisfactory and complicated filter mass compounds to mix.

*Cheapest to use  
Simple in Construction*

Fits any standard one to five gallon jug—shipped complete with high powered vacuum pump. BUILT OF SOLID BRASS, heavily nickel plated.

**PRICE, Size No. 1—\$8.00 Complete.**  
Filters up to 1 qt. per minute.  
Vaccu paper cut to fit, 100 for \$1.00.

**PRICE, Size No. 2—\$15.00 Complete.**  
Filters up to 1 gal. per minute.  
Vaccu paper cut to fit, 50 for \$1.00.

FOR SALE BY  
**EIMER & AMEND, 18th St. and 3rd Ave., N. Y.**  
and hundreds of other dealers throughout the United States

or direct from us upon receipt of price with 5 day trial—money back guarantee

Write for Circular to  
**ALSOP ENGINEERING CO.**  
157 Water Street, N. Y. Dept. E  
*Agents and distributors wanted*

## Quality Products AT Fair Prices

65% Soluble Shampoo Base  
Crystalite Shampoo  
Oil of Quinine (No. 1)  
Oil of Lilac 830  
Bay Rum  
Rubbing Alcohol  
Witch Hazel U. S. P.

### CREAMS

Cold — Lemon — Massage —  
Vanishing  
Beeswax—Mineral Oil—Petrolatum

Write for prices and samples.  
Convince yourself.

**BRANSCOMBE CHEMICAL CO., Inc.**  
30 Church St. - New York

**FERDINAND BUEDINGEN COMPANY, Inc.**  
ROCHESTER—NEW YORK



**FINE PAPER BOXES**

Equipped to handle large contracts  
Hand and Machine Made Boxes

NEW YORK REPRESENTATIVE  
W. JOHN BUEDINGEN  
KNICKERBOCKER BLDG.

CHICAGO REPRESENTATIVE  
KATHRYN L. ROSE  
38 SO. DEARBORN ST.

**PIONEER BRAND**

*(a Buy Word for Quality and Service)*

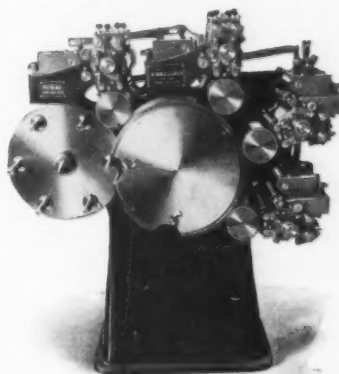
COCOANUT OIL SHAMPOO  
COCOANUT OIL BASE  
PERFUME OILS  
CREAMS

**M. De Mattia Chemicals**  
INCORPORATED



237 MERCER STREET  
*New York*

**Rutherford Collapsible Tube  
Printing Machine**

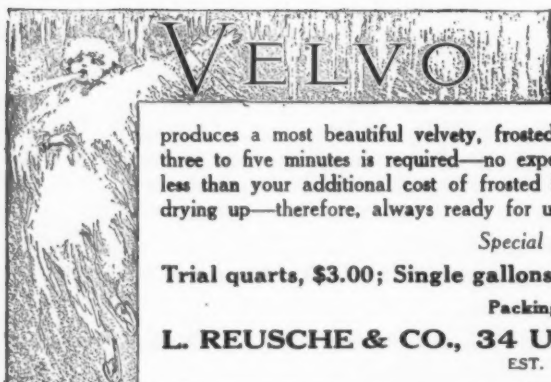


The most modern and efficient machine for  
decorating collapsible tubes in one, two, three  
or four colors in one operation.

*Full particulars furnished upon application.*

**THE FUCHS & LANG MFG. CO.**

119 West 40th Street,  
New York, U. S. A.



## FROSTING LIQUID

produces a most beautiful velvety, frosted clear finish—a very simple process—immersion from three to five minutes is required—no expense to install plant—cost of frosting at least 75% less than your additional cost of frosted bottles—process is absolutely non-hazardous and no drying up—therefore, always ready for use.

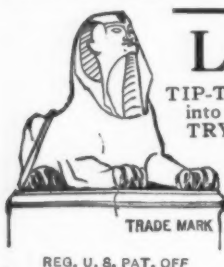
*Special prices on contract.*

**Trial quarts, \$3.00; Single gallons, \$7.50; 10 gallons or more, per gal., \$6.00**

**Packing Charges Extra.**

**L. REUSCHE & CO., 34 Union Square East, New York City**

EST. 1881



## Labeling Pastes

**TIP-TOP WHEAT PASTE POWDER.** Made into a Paste with Cold, Hot or Boiling Water. **TRY IT.**

**SPHINX PASTE**—For high grade labels to glass or paper.

**TINNOL**—For plain or lacquered tins.

**MACHINE GUM**—For wood or paste-board.

**CONDENSED PASTE POWDER**—1 lb. makes 2 gallons snow white paste for general pasting purposes.

For further particulars write

**The Arabol Mfg. Co.**

**100 WILLIAM STREET**

**New York**

## Glyzzerol B

A SUBSTITUTE

FOR

**C. P. GLYCERINE**

## We Make a Specialty of These Soaps

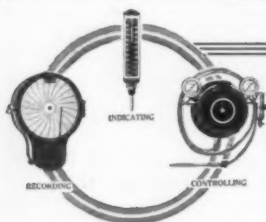
UNIFORMITY of your LIQUID TOILET SOAP and SHAMPOO will enable you to increase your business.

BUCKEYE BASE SOAP will produce a liquid soap or shampoo that will be uniform in every respect. An exacting chemical analysis insures the uniform composition of these soaps.

LIQUID SHAMPOO  
SHAMPOO BASE SOAP  
SHAMPOO PASTE  
LIQUID TOILET SOAP  
TOILET BASE SOAP  
SURGICAL GREEN SOAP

WRITE FOR SAMPLES AND PRICES

**THE DAVIES-YOUNG SOAP COMPANY**  
DAYTON, OHIO



**Tycos**  
temperature  
instruments

*There's a Tycos or a Taylor Temperature Instrument for every purpose.*

**Taylor Instrument Companies**  
Rochester, New York

## YARA-YARA NEROLIN

(Crystals)

**HEWES LABORATORIES**

N. 13th & BERRY STS. BROOKLYN, N. Y.

## SHRIVER

### *The Problem is Solved*

Shriver Filter Presses have solved the liquid soap filtration problem.

Now—you can filter your liquid soap quickly, easily and economically and produce a clear and brilliant material.

The filtration of thousands of gallons per day is an easy matter with a small Shriver Filter Press.

You should know more about this advanced method of Liquid Soap filtration—write us for further information.

**T. SHRIVER & CO.**

890 Hamilton Street

Harrison, N. J.

The filter cloth used is just as important as the filter press. We are in a position to supply filter paper or filter cloth, especially woven for filter press work, at very close prices. Ask us to quote on your filter cloth requirements.

## Filter Presses

## MIRRORS

**H**IGHEST quality  
genuine silvered  
mirrors made with  
the best quality of  
grade A glass for all  
shapes and sizes of com-  
pact boxes at attractive  
prices.

*Write for samples and  
quotations*

**Royal Mirror Works**

187 Mercer Street

New York, N. Y.

## THE — ALL AROUND AMERICAN LABEL HOUSE

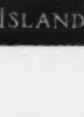
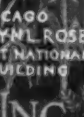
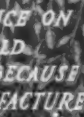
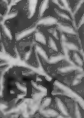
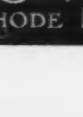
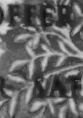
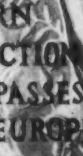
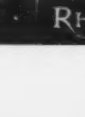
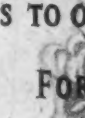
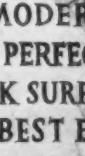
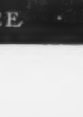
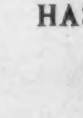
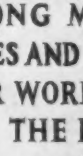
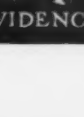
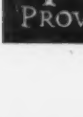
FOR REFINEMENT  
BEAUTY OF DESIGN  
ALONG MODERN  
LINES AND PERFECTION  
OUR WORK SURPASSES  
THE BEST EUROPE  
HAS TO OFFER

FOR SAFETY  
AND THE  
RIGHT PRICE  
ALWAYS  
DEPEND  
ON  
FOXON  
SERVICE

BEST PRICE ON  
PURE GOLD  
LABELS BECAUSE  
WE MANUFACTURE  
OUR OWN PURE  
GOLD PAPERS

NEW YORK  
REPRESENTATIVE  
W. JOHN BUEIDINGEN  
316 FIFTH AVENUE  
CHICAGO  
KATHRYN L. ROSE  
135 FIRST NATIONAL  
BANK BUILDING

THE FOXON CO., INC.  
PROVIDENCE RHODE ISLAND





## PURE TIN TUBES

Our tubes are decorated on modern offset presses using steel faced electrotypes.

The work is handled with a care that produces the most brilliant and clean cut effect possible to secure.

Such tubes have the highest advertising value and will help to sell your product.

**PENNSYLVANIA COLLAPSIBLE TUBE CO.**  
WILLIAMSPORT, PA.



## HARD-WHITE-ODORLESS STEARIC ACID

MADE WHITE

PACKED TIGHT

DELIVERED RIGHT

Pure Stearic Acid in Convenient Size Cases  
RUB-NO-MORE CO. FORT WAYNE, IND.

## SUPERFINE SHAMPOO BASE

We have the finest Cocoanut Oil Base made for making shampoo. It is expressly made for this purpose. Complete formula for the asking with sample.

**PENNSYLVANIA OIL COMPANY**  
173 North Green St. CHICAGO, ILLINOIS

### LET US TELL YOU

How Finger Nail Clippers  
can help build sales for you



Actual Size, Gem Jr.

Write for full Particulars

**THE H. C. COOK COMPANY**  
Ansonia, Conn.

### THEODOR LEONHARD WAX CO.

(Established 1852)

#### SPECIALTIES

*Pure White, Sun Bleached  
Beeswax, Pure Refined Yellow  
Beeswax.*

Specify "T. L." Brand Pure White Beeswax. Guaranteed under food and drugs act, June 30th, 1906. Serial No. 4068.

Long Distance Telephone: Lambert 8183

HALEDON, PATERSON, NEW JERSEY



3

T  
S

King  
John  
Lion  
High-Grade  
Adverts

Superior Graphed  
Filling  
Paper Products



MADE

IN U.S.A.

The Henderson Paper Co.  
Chicago, Ill.



## PFALTZ & BAUER, Inc.

300 Pearl St.

New York City

AGENTS FOR

E. de HAËN, CHEMISCHE FABRIK "LIST,"  
AROMATIC AND SYNTHETIC CHEMICALS

E. SACHSSE & CO.,  
ESSENTIAL OILS AND AROMATIC CHEMICALS

DR. F. RASCHIG, CHEM. FABRIK,  
MUSCS

ALBERT SCHOLTZ, CHEMISCHE FABRIK,  
SAPONINE

WOLL WAESCHEREI & KAEMMEREI,  
"GOLDEN FLEECE" LANOLINE

—THE—

## All Milk Rolling Massage Cream

also

## Cold Cream and Greaseless Cream

Fine Quality—Better Price

*Send for price list.*

AMERICAN PERFUMERY CO.  
188 Grand St. New York, N. Y.

## Sell These Specialties Under Your Own Name

1. Jeunesse Liquid Rouge.  
(Not affected by moisture or sea water.)
2. Jeunesse Wrinkle Lotion.  
(Absolutely removes wrinkles and tones up the skin.)
3. Jeunesse Wrinkle Cream.  
(Sells readily.)

**Jeunesse** 70 CORTLANDT ST.  
NEW YORK, N. Y.

*Write for information and samples*

# CRYSTALART

TRADE MARK

## Finest Glassware

Designed to suit the most critical, without exception the most distinctive line in the United States.

Let our artists design your new line or improve your present one.

## BEFORE YOU BUY CONSULT US

SATISFACTION GUARANTEED

## MINIATURES

in quantity lots



## W. John Buedingen

Knickerbocker Building  
NEW YORK CITY

CHICAGO SEATTLE SAN FRANCISCO

**HEMINWAY  
SILKS**



**An Exquisite  
Final Touch!**

MUCH of the attention—and sales-value of toilet products depends on their artistic appearance. Note the final touch of richness that The Melba Mfg. Co. have added to their product (here illustrated), by tying it with Hemingway Package Silks.

Made to match any shade of packing; for general use as well as for perfumes. Samples of five different qualities gladly sent on request.

**THE H.K.H. SILK COMPANY  
of N. Y., Inc.**

120 E. 16th Street, N. Y. City  
Dept. T

## CLASSIFIED ADVERTISEMENTS

The rate for advertisements in this section is 50c. per line per insertion. Please send check with copy. Address all communications to PERFUMER PUB. CO., 14 Cliff St., New York.

### BUSINESS OPPORTUNITIES

FOR SALE—Arthur Colton collapsible tube filling and also one closing machine cheap. Both machines are power operated. Dr. Zamm, Greensburg, Pa.

1. Alexander rouge press, complete with molds, formulae, etc., in A-1 condition; very cheap. 1 powder or color mixer, 4 brushes, rotary, 50 lb. capacity, made by Gump Co., \$45. 1 tube filling machine, hand operated, with set of fillers, just like new, \$15. 1 Christian Becker balances, with full set of weights, hardly ever used, \$35. Address B. O. No. 1011, care of this journal.

FOR SALE—The secret manufacturing process of a new Swedish Washing Powder. This product has remarkable selling features and should prove a tremendous success in right hands. Address J. Gustaf V. Lang, 8 West 40th St., New York.

RETIRING manufacturing chemist, 20 years' experience, has for sale formulas for line Toilet Preparations, Perfumes, Flavoring Extracts and Medicinal Preparations second to none. Several specialties not made by any other houses. Will sell part or all formulas. Would establish laboratories. Samples submitted. Address Chemist, Room 828, James Bldg., Chattanooga, Tenn.

(Continued on page 102)

# MECCA



# V. D.

an odor from far off Southern Arabia, just as REFRESHING as the waters from the Well Zamzam in the Kaba of Mecca. After many months of blending, I have been able to develop a TRUE ORIENTAL perfume for Toilet Waters.

### MECCA V. D.

The real, true Oriental odor. No harsh, disagreeable Sandalwood or Patchouly odor predominating; perfectly blended, and will INCREASE your ORIENTAL TOILET WATER demands.

Can be manufactured with any of the Special Denatured Alcohol formulas and will give SURPRISING RESULTS.

MECCA V. D. IS THE MECCA OF ORIENTAL PERFUMES.  
\$24.00 lb. \$1.60 oz.

Samples and working formulas will be furnished upon request.

**L. A. VAN DYK**  
Manufacturing Chemist

110 West 14th Street  
New York

1114 State - Lake Bldg.  
Chicago

# Shipkoff's Pure Otto of Rose

*Nature ordained that Otto of Rose should have certain Chemical and Physical Constants. Oil can be blended—having the same Constants; but it will not be Otto of Rose. Shipkoff's Otto of Rose is Nature's Otto. The odor cannot be imitated.*

Before placing your contract, be sure to get Shipkoff's sample and price, and try it. *Once Tried—Always Used.*

Highest Awards at All Universal Expositions—  
Including Four Grand Prizes.

## SHIPKOFF & CO., Ltd.

Branch Office in Kazanlik

SOFIA, BULGARIA

Model steam factories in Kazanlik, Kalofer, Karlovo and Rahmanlari

American Distributors:

ANTOINE CHRIS CO., 147-153 Waverly Pl., New York, N. Y.



## REPEAT ORDERS

FOR OUR STOCK LABELS  
TELL THE TALE!  
ENGRAVED LETTERING GIVES  
THAT DISTINCTIVE LOOK

LABELS IN STOCK FOR

|               |           |
|---------------|-----------|
| HAIR TONIC    | SHAMPOO   |
| TOILET WATER  | CREAMS    |
| BANDOLINE     | COSMETICS |
| PERFUMES      | EXTRACTS  |
| TALCUM POWDER | WRAPS     |
| SACHET ENV.   |           |

SEND FOR OUR CATALOG OF  
STOCK PERFUMERY LABELS

THE JARDEN LITHO. CO.  
308-312 N. 10<sup>TH</sup> ST. PHILA., PA.

(Continued from page 100)

## CANADIAN REPRESENTATIVE WANTED

We desire to secure the exclusive services of a competent, well introduced representative with headquarters in either Montreal or Toronto on either a commission or salary basis, to handle our complete line of

*Volatile Oils, Aromatic Chemicals, Natural, Synthetic and Artificial Materials for All Scented and Flavored Products.*

For full particulars of the leading foreign producers that we represent, see our advertisements on pages 14 and 64 and inside front and back covers.

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**WANTED**—May 1920 issue of THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW. We will pay 25 cents and postage. Address B. O. No. 1019, care of this journal.

**WANTED**—Agents to sell waterproof rouge to trade; splendid seller. Cream, etc., in bulk and in unlabeled packages. Write for territory. Leslie Lee, 70 Cortlandt St., New York, N. Y.

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**SALESMAN WANTED**—For New York City, no traveling—familiar with products used by manufacturers of toilet requisites such as Orris, Henna and similar articles that are used in a large way. Address H. W., No. 1020, care of this journal.

#### SITUATIONS WANTED

Assistant Chemist wishes position with reliable essential oil firm. Two years' experience with old essential oil house. Address S. W. No. 1018, care of this journal.

PERFUMER-CHEMIST, now in charge of manufacture of perfumes and toilet preparations, who understands purchasing and packaging and has a thorough technical education, seeks new connection. Address S. W. No. 1008, care of this journal.

(Continued on page 104)



ESTABLISHED 1890

# FOREIGN—TALC—DOMESTIC

KAOLIN

ZINC OXIDE

MAGNESIA CARBONATE

SOAP POWDER

ZINC STEARATE

PREPARED CHALK

## PRECIPITATED CHALK

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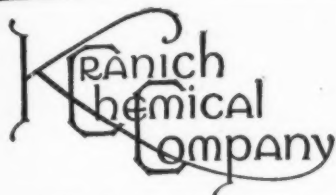
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IMPORTERS AND EXPORTERS

250 Front St.

New York



115 Ninth St., B'klyn, N. Y.

COCOA BASE SOAP

OLIVE BASE SOAP

SHAVING CREAM

CASTILE SOAP

LIQUID SOAPS

U. S. P. 9th GREEN SOAP

# Liquid Shampoo

Silver King 45%

Pine Tar

Quinine

Opal Olive

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Have given the trade the utmost in satisfaction for over 35 years. Selection of the highest types in raw materials combined with formulas of long proven merit enable us to supply products of a very superior quality. Full description of quality and prices on the following sent you on request.

LIQUID SHAMPOO—PASTE SHAMPOO—LIQUID SOAP—SOAP BASE—PRIVATE BRANDS OF SHAVING AND TOILET SOAPS—BULK SHAVING CREAM, TOOTH PASTE, COLD CREAM, ROSE CREAM.

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IF YOU NEED ANY  
KIND OF  
MACHINERY

ASK US

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14 Cliff Street New York  
Information Department

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Manufacturer of

**"QUALITY" Paper Boxes**

Specialties:

Hand and Machine Made Face  
Powder and Perfume Boxes

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—PRIVATE BRAND—

ONE QUALITY ONLY



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**ROUGE and FACE  
POWDER COMPACTS**

LIP ROUGE, LIP POMADE,  
NAIL POLISH

(Cake form)

IN METAL and PAPER BOXES

Centrally Located for Quick Shipments

**ABONITA COMPANY, Inc.**

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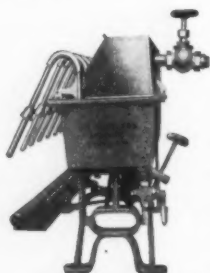
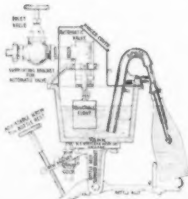
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Filling Machines

**Fills From  
Miniatures To  
Gallons On The  
Same Machine**

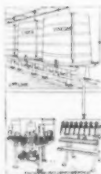
This X-Ray view  
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for it's simplicity,  
ease of operation and  
quick adjustments to  
various sizes.



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rosive liquids of  
any kind.

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Eastern Office and Display Room  
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(Continued from page 102)

## SITUATIONS WANTED

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PERFUMER, French, thirty-nine years of age, married, Christian, American citizen, speaking and writing French, Spanish and English; six years' experience with some very good houses, capable of manufacturing every Toilet Preparation—possessing ability to select packages, desires position. Address S. W. No. 1013, care of this journal.

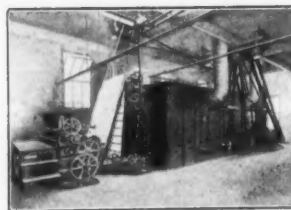
PERFUMER, well educated, at present employed by a well known American perfume and specialty house, capable of taking complete charge of manufacturing, seeks new connection with reputable concern. Address S. W. No. 1014, care of this journal.

CHEMIST, experienced in the manufacturing of perfumes and toilet articles, rouge and powder compacts, etc., is open for a position with a progressive firm. Just returned from England and at present not employed. Address S. W. No. 1015, care of this journal.

PERFUMER, young man, single, well educated, now employed in the manufacture of toilet goods, with a good knowledge of raw materials, desires to get on the sales force of a reliable essential oil and synthetic house. Good references. Address S. W. No. 1016, care of this journal.

CHEMIST AND PLANT MANAGER, thoroughly experienced in the manufacture of toilet articles and pharmaceuticals. Address S. W. No. 1017, care of this journal.

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### The "Proctor" Automatic Chip Soap Dryer

Transforms hot boiled soap into thin, uniformly dried chips in one continuous, rapid operation. Saves time, labor and space. Many installations prove it unrivalled for efficiency and economy. Send for a catalogue.

PROCTOR & SCHWARTZ, INC.  
Formerly The Philadelphia Textile Machinery Co.,  
Philadelphia, Pa.

**"Proctor"**  
**DRYERS**

## EAU DE QUININE—AROMATIQUE

Highly concentrated, specially distilled and compounded with a powerful spicy and penetrating odor so much desired in a Quinine Hair Tonic.

## VEGETALINE

Produces a high grade green leaf effect. Gives vegetal type. Only product of its kind on the market. Pound \$16. Sample ounce \$1.

## Eau de Rose Soluble Concentrate

True petal odor of French red rose, 20 grammes of Eau de Rose-Soluble Concentrate at a cost of 40 cents will make one gallon of the finest rose water. Also Soluble Concentrate for true orange Flower Water. Our Guarantee—Order a trial pound. Test it. If not entirely satisfactory your money will be refunded by return mail.



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Phone—Broad 4873.

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**THE R.J.S. LABORATORY.**

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We are offering the finest quality Paper Boxes at prices in line with local competition.

All quotations are F. O. B. your plant.

Why not try us for prices, service, and snappy style boxes.

## McBrady Bros. Sales Corp.

186 N. La Salle Street  
CHICAGO, ILL.



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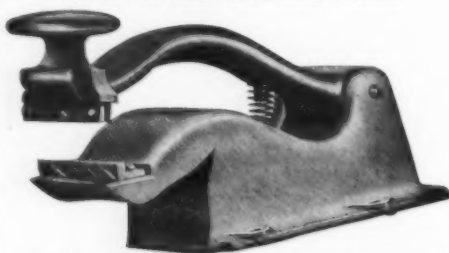
Automatic Machine Made, Are Uniform  
in Capacity, Corkage, Height and Width

*Especially Adapted for the Perfume Trade*

## KIMBLE GLASS COMPANY

VINELAND, N. J. CHICAGO, ILL. NEW YORK, N. Y.

THE BEST  
HAND POWER MACHINE MADE



THE "STANDARD" TUBE CLOSING MACHINE

## COLLAPSIBLE TUBES

(ALL SIZES)

Plain and Decorated

*Special Tubes for Catarrh and Eye Remedies, Pile Pipes, etc.*

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NEW BRIGHTON, PA.

## BIGGER, BETTER, MORE ORDERS

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Attractively, Convincingly in  
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"MADE-RIGHT"  
**SAMPLE CASES**



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*Specialists and Original Designers*

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DEGLYCERINIZING  
THROUGHOUT THE WORLD

*Kontakt Saponifier*

FOR HIGH GRADE FATS

*Kontakt D. P. Saponifier*

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*The Twitchell Process Co.*

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## DESCOLLONGES FRERES

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We beg to announce two new and particularly interesting products.

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This oil is prepared from Incense resin by our special process and gives with great tenacity the true smell of burning Incense.

#### PERMANOL

A very lasting product which gives the glowing and hieratic note of Arabian Incense; the best base for obtaining Oriental and Amber Bouquets.



*Sole agents in  
United States and Canada*

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160 Fifth Avenue  
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### FASTEST OPERATOR

busy.

Gears revolve only when the material is being expelled.

**NO** fluffing  
air bubbles  
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Fills Accurately

Easily Adjusted

Easily Cleaned

Handles ALL Pastes,  
LIGHT and HEAVY

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**FIXOL**

**AZAROL**

**BETULINE**

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your own label*

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*Foreign Agencies*

PARIS LONDON ANTWERP PRAGUE

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12 South Marshall Street  
PHILADELPHIA

**Importers  
of  
Vanilla Beans**

**All Varieties**

# W y r o l

Reg. U. S. Pat. Off.

*The Quality White Mineral Oil*

## For COLD CREAMS and LOTIONS

Absolutely colorless, tasteless and odorless

*Our representative will call upon request*

CHEMICAL PRODUCTS DIVISION  
STANDARD OIL CO. (NEW JERSEY)  
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### BUYERS OF MASCARO STYLE BOXES

Will be interested in our perfected method of production on this type of box. It provides perfect fitting boxes with exceptional strength. The cost is lower.

PICTORIAL PAPER PACKAGE  
C O R P O R A T I O N

General Office: Aurora, Ill.

Chicago Office: Erie and Green Sts.



MAKERS OF SOAP  
NEARLY HALF A CENTURY

### HARRAL SOAP COMPANY, Inc.

132 TO 136 HAVEMEYER STREET

246 TO 250 SO. FIRST STREET

BROOKLYN. N. Y.

SHAMPOO BASE  
LIQUID SHAMPOO  
LIQUID TOILET SOAP  
SURGICAL GREEN SOAP  
SHAMPOO PASTE

POWDERED SOAP  
U. S. P. CASTILE BARS &  
POWDERED  
SHAVING POWDER  
TOILET AND BATH SOAPS

## INDEX TO ADVERTISEMENTS

|                                      |        |                                    |        |                                      |        |
|--------------------------------------|--------|------------------------------------|--------|--------------------------------------|--------|
| Abonita Co., Inc. ....               | 103    | Colton, Arthur Co. ....            | 112    | Goertz & Co., Inc., Aug. ....        | 27     |
| Addison Litho Co. ....               | 10     | Combes, Cl. ....                   | 107    | Gomez & Sloan ....                   | 61     |
| Alderman-Fairchild                   |        | Commercial Labys, Inc. ....        | 79     |                                      |        |
| Insert between 74 and                | 75     | Commonwealth Chemical Corporation  | 25     | H. K. H. Silk Co. ....               | 100    |
| Alexander, A. ....                   | 89     | Consolidated Fruit Jar Co. ....    | 111    | Hammill & Gillespie ....             | 74     |
| Allen & Sons, Ltd., Stafford. ....   | 64     | Cosin Co. ....                     | 87     | Hampden Glazed Paper & Card Co. .... | 91     |
| Alsop Engineering Co. ....           | 94     | Court Bruno Societe Anonyme        |        | Harral Soap Co. ....                 | 108    |
| American Can Co. ....                | 9      | Insert between 16 and              | 17     | Heine & Co., Insert between 24 and   | 25     |
| American Distilling Co. ....         | 46     |                                    |        | Heiter, H. L. ....                   | 50     |
| American Perfumery Co. ....          | 99     |                                    |        | Henderson Lithographing Co.          |        |
| Amole Soap Co. ....                  | 103    | Davies Young Soap Co. ....         | 96     | Insert between 98 and                | 99     |
| Arabol Mfg. Co. ....                 | 96     | DeJonge & Co., Louis ....          | 77     | Henry, Ira L., & Co. ....            | 69     |
| Armstrong Cork Co. ....              | 77     | DeLaire, Fabriques ....            | 75     | Hewes Laboratories ....              | 96     |
| Atlantic Excelsior Mfg. Co. ....     | 112    | Delphi Products, Inc. ....         | 15     | Holman & Co., F. H. ....             | 39     |
| Atlantic Mfg. Co. ....               | 13     | De Mattia, Chemical, Inc. ....     | 95     | Hopkins & Co., J. L. ....            | 111    |
| Atlas Label Co. ....                 | 110    | Dennison Mfg. Co. ....             | 42     | Houchin-Alken Co. ....               | 70     |
|                                      |        | Descollonges Freres ....           | 107    | Hughes Aline ....                    | 14 and |
| Barrett & Co., M. L. ....            | 20     | Dreyer, P. R. ....                 | 18 and | Hygienic Tube Co. ....               | 64     |
| Baxter Paper Box Co. ....            | 45     | de Tena, Hijos de Luca             |        |                                      |        |
| Beigan Trading Co., Inc. ....        | 52 and | Insert between 40 and              | 41     |                                      |        |
| Benton, Holladay & Co. ....          | 86     | Diller, Geo. K. ....               | 76     | Illinois Glass Co. ....              | 63     |
| Berg Ind. Alc. Co., David. ....      | 28     | Dodge & Olcott Co. ....            | 75     | Imperial Metal Mfg. Co. ....         | 13     |
| Bergeret, Charles ....               | 90     | Donelian & Co., O. ....            | 15     | Industrial Aromatic Co. ....         | 87     |
| Bermond, Auguste                     |        | Dupont, Justin ....                | 31     | International Filler Corp. ....      | 94     |
| Insert between 40 and                | 41     | Duval Compagnie ....               | 66     | Innis, Speden & Co. ....             | 56     |
| Bertrand Freres ....                 | 19     |                                    |        | Inyo Talc Co. ....                   | 33     |
| Birn & Wachenheim ....               | 82     | Economic Machinery Co. ....        | 51     | Ising Corp., C. E. ....              | 39     |
| Bond Mfg. Co. ....                   | 21     | Eddy, H. W., "The Bond Man" ....   | 62     | Ivory Novelities Trading Co. ....    | 57     |
| Branscombe Chem. Co., Inc. ....      | 94     | Essential Oil Company ....         | 65     |                                      |        |
| Brass Goods Mfg. Co. ....            | 72     | Everlere & Co., H. ....            | 35     | Jarden Litho Co., The ....           | 101    |
| Bridgeport Metal Goods Mfg. Co. .... | 24     | Evergreen Chem. Co. ....           | 83     | Jeunesse ....                        | 99     |
| Brown Co., Inc., O. A. ....          | 36 and |                                    |        |                                      |        |
| Buedingen Co., Ferdinand. ....       | 95     | Federal Products Co. ....          | 22     | Kiefer Machine Co., Karl ....        | 90     |
| Buedingen, Wm., & Son. ....          | 26     | Filler Machine Co., Inc. ....      | 49     | Kimble Glass Co. ....                | 106    |
| Buedingen, W. John ....              | 99     | Florasynth Laboratories, Inc. .... | 93     | Klar, Adolph ....                    | 48     |
| Burt Co., Ltd., F. N. ....           | —      | Foxon Co., Inc., The. ....         | 97     | Knickerbocker Case Co. ....          | 106    |
| Bush & Co., Inc., W. J. ....         | 1      | French Cosmetic Mfg. Co. ....      | 29     | Kranich Chemical Co. ....            | 103    |
|                                      |        | Fries & Fries ....                 | b      | Krause, Richard M. ....              | 12     |
| Callahan & Co., E. J. ....           | 110    | Fritzsche Brothers, Inc. ....      | 4      |                                      |        |
| Carr-Lowrey Glass Co. ....           | 16     | Fritzsche & Co., Franz ....        | 66     | Laning, E. M., Co. ....              | 34 and |
| Chemical Works, Florida. ....        | 37     | Fuchs & Lang Mfg. Co. ....         | 95     | Lauter Fils ....                     | 23     |
| Chris Co., Antoine                   |        |                                    |        | Lemoine, Inc., Pierre ....           | 32     |
| Insert between 56 and 57 page        | 101    | Gair Co., Robert ....              | 55     | Levy, Maurice ....                   | 72     |
| Christoff, Christof                  |        | Giese & Son, August ....           | 88     | Limbirt & Co., J. N. ....            | 107    |
| Insert between 16 and                | 17     | Givaudan & Co., L. ....            | 3      | Liquid Carbonic Co. ....             | 84     |
| Colnet Chemical Products Co., Inc.   |        | Globe Collapsible Tube Corp. ....  | 93     | Lorscheider-Schang Co. ....          | 92     |
| College of Pharmacy ....             | 75     |                                    |        | Lueders & Co., George ....           | 2 and  |
| Cook Co., The H. C. ....             | 98     |                                    |        | Lyon & Co., Inc., J. W.              |        |
|                                      |        |                                    |        | Insert between 40 and                | 41     |

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Specific Gravity ..... .807 at 60/60° F.

Boiling Range ..... 106-108° C.

## Manufacturers:

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Absolute Alcohol  
Higher Alcohols  
Esters

Alcohol Products  
Ether  
Ethylene  
Iodine (Distilled)

Iodine Products  
Carbon Dioxide  
Potash Salts  
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Boston ..... 943 Cambridge Street  
Buffalo ..... 4th & Pennsylvania Aves.  
Chicago ..... First National Bank Building  
Detroit ..... Union Trust Building  
New Orleans ..... 1008 Maison Blanche Building  
New York ..... 27 William Street  
Philadelphia ..... Pennsylvania Alcohol & Chemical Co.  
141 No. Front Street

U. S. INDUSTRIAL CHEMICAL CO.



## Artistic Seals at Attractive Prices

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Send us a sample of your present label. If you have no label, permit us to create one for you. Let us quote you our price on your quantities and let us prove how much we can save you.

Samples and estimates cheerfully furnished.

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# H.D. Smack Co.

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Arabic Tragacanth  
Crude Powdered

POWDERED KARAYA GUM

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## PETITES

Aluminum Case  
1/8 oz. Size Only



Ground  
Elongated  
Glass  
Stoppers

1/8, 1/4, and 1/2 oz.  
Capacity



Uniformity.

Quality  
Superior to  
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best.

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NON-METALLIC

## COLLAPSIBLE TUBES

*No Metal Touches the Contents*

Distinction and Individuality for your package can easily be obtained in collapsible tubes—Hyguloid Tubes furnish these qualities. Not made from tin—they stand out from all others and appeal to the public.

*Samples and Quotations Gladly Submitted*

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**HENASOAP SHAMPOO** gives a rich, creamy lather, cleanses the scalp—gives a glint to the hair and makes *satisfied customers*

**HENASOAP SHAMPOO** is sold to manufacturers only

**Send for Sample and Quotation**

100 WILLIAM STREET

## IMPORTING DRUG MERCHANTS

NEW YORK CITY

## INDEX TO ADVERTISEMENTS—Continued

|                                       |                                 |                               |                                 |                                   |   |
|---------------------------------------|---------------------------------|-------------------------------|---------------------------------|-----------------------------------|---|
| McBride Bros. Sales Corp.             | 105                             | Pennsylvania Oil Co.          | 98                              | Standard Specialty & Tube Co.     | 106   |
| McKenna Brass Mfg. Co.                | 89                              | Perfumers & Jewelers Box Co.  | 73                              | Stanley Mfg. Co.                  | 73  |
| Meeus, Mabey & Renard, Inc.           | 6                               | Pfaltz & Bauer                | 99                              |                                   | <b>Insert between 66 and 67</b>                     |
| Manhattan Can Co.                     | 86                              | Pieralta Paper Package Corp.  | 108                             | Stetz Co.                         | 112   |
| Marchat Import Co., Inc.              | 107                             | Plumly, Eugene K.             | 36                              | Stokes Machine Co., F. J.         | 107   |
| Mechanical & Chemical Equipment Corp. | 79                              | Plymouth Organic Laboratories | 85                              | Swindell Bros.                    | 38  |
| Mero & Boyveau, J.                    | 15                              | Polak & Schwarz               |                                 | Synfleure Scientific Laboratories |   |
| Metal Package Corp.                   | 7                               |                               | <b>Insert between 40 and 41</b> |                                   | <b>Insert between 8 and 9</b>                       |
| Millou et Cie, Marius                 | 85                              | Polak's Frutal Works          | 47                              |                                   |   |
| Millville Bottle Works                | 60                              | Proctor & Schwartz, Inc.      | 104                             |                                   |   |
| Monegal Sociedad Anonima              |                                 |                               |                                 | Taylor Instrument Co.             | 96  |
|                                       | <b>Insert between 40 and 41</b> | Quality Label Co.             | 112                             | Thurston & Braidich               | 113   |
| Monsanto Chemical Works               | —                               | R. J. S. Laboratory           | 105                             | Tombarel Freres                   | 45  |
| Morana, Incorporated                  |                                 | Randolph Paper Box Co.        | 81                              | Todd Co., A. M.                   | 26  |
|                                       | <b>Insert between 16 and 17</b> | Reusche, L. & Co.             | 96                              | Trace Labys                       | 58 and 59   |
| Morel & Co.                           | 23                              | Rhodia Chemical Co.           | 17                              | Twitchell Process Co.             | 106   |
| Muhlehaer Co., Ltd.                   |                                 | Ritchie, W. C. & Co.          | 17                              |                                   |   |
|                                       | <b>Insert between 16 and 17</b> | Rodgers, Geo. G.              | 80                              | Ungerer & Co.                     | <b>Inside Front and Back covers, 14, 64 and 102</b> |
|                                       |                                 | Roormond Chem. Works          | 43                              | United Laboratories               | 105   |
| Narden, N. V., Chem. Fab.             | 18                              | Rossville Co., The            |                                 | U. S. Bottlers Machinery Co.      | 104   |
| Nadella & Desparmet                   | 52                              |                               | <b>Insert between 48 and 49</b> | U. S. Ind. Chem. Co.              | 109   |
| Naef & Co., M.                        |                                 | Roure-Bertrand Fils           | 30                              |                                   |   |
|                                       | <b>Inside Front Cover</b>       | Rowell Co., E. N.             |                                 |                                   |   |
| National Aniline & Chem. Co.          | 67                              |                               | <b>Insert between 82 and 83</b> | Van Ameringen, A. L.              | 41  |
| National Seal Co.                     | 91                              | Royal Mirror Co.              | 97                              | Van Dyk & Co.                     | 78  |
| Neumann, Buslee & Wolfe, Inc.         | 80                              | Rub-n-More Co.                | 92                              | Van Dyk, L. A.                    | 100   |
| Neuman, Robert                        | 103                             | Ruth Glass Co.                | 98                              | Verey, Albert                     | 15  |
| New England Collapsible Tube Co.      | 40                              | Ryland, H. C.                 | 73                              | Victor Metal Prod. Corp.          | 84  |
| Northwestern Chemical Co.             | 76                              |                               |                                 |                                   |   |
|                                       |                                 | Sabrane, Fabrique de la       | 5                               | Wax, Theo. Leonhard               | 98  |
| Orbis Products Trading Co.            | 44 and 45                       | Schmid, Julius, Inc.          | —                               | Wheaton Co., T. C.                | 8   |
| Oxayn Company                         | 113                             | Schmitt & Co., George         | —                               | Wheeling Stamping Co.             | 76  |
|                                       |                                 | Schmoller & Bompad            | 66                              | Whitall-Tatum Co.                 | 71  |
|                                       |                                 | Schultz Lightfoot Co.         | —                               | White Metal Mfg. Co.              | 33  |
| Pallas Mfg. Co.                       |                                 | Seovill Manufacturing Co.     | 88                              | Whiting-Patterson Co., Inc.       | 92  |
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|                                       | <b>Inside Front Cover</b>       | Societe Chimique du Rhone     | 17                              |                                   | <b>Outside Back Cover and 11</b>                    |
| Parento Compagnie                     | 85                              | Solar Laboratores, Inc.       | 91                              |                                   |   |
| Parsons, M. W.                        | 32                              |                               | <b>Insert between 90 and 91</b> | Young Bros.                       | 78  |
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| Passaic Metal Ware Company            | 62                              | Sonneborn Sons, Inc., L.      | 114                             |                                   |   |
| Peerless Tube Co.                     | 81                              | Sparhawk, Chas. V.            | 43 and 71                       | Zagara, La.                       | <b>Insert between 40 and 41</b>                     |
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